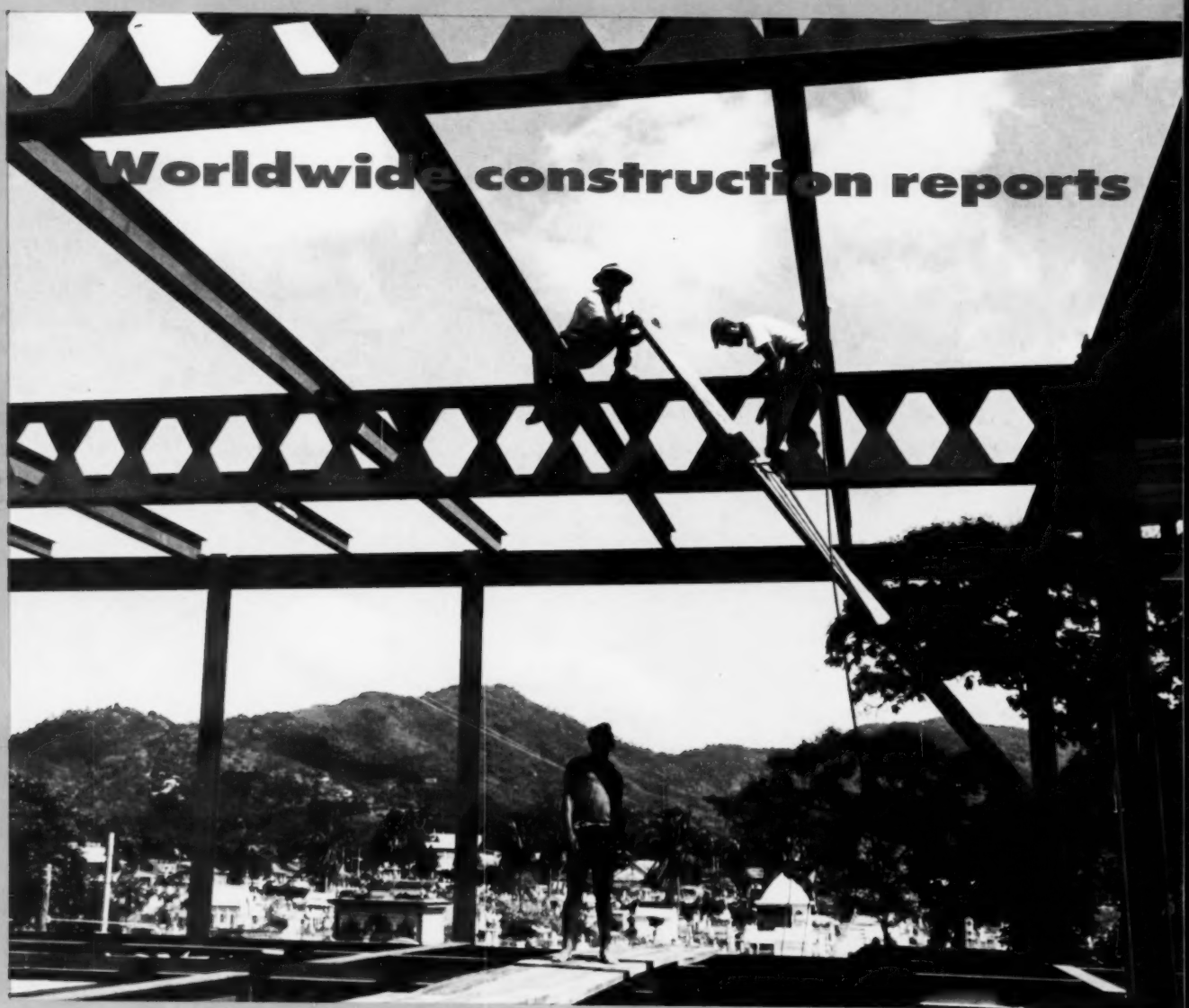
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 9, 1964



Business Bulletins *from around the world*

BELGIUM—Ingersol Milling Machine Co., Rockford, Ill., establishes Ingersol Engineering International, S.A., Brussels, wholly-owned subsidiary capitalized initially at $20,000, to buy, sell, design, manufacture, repair special machine tools.

Unemployment benefits, formerly geared to cost-of-living in various districts, are now uniform throughout country. Benefits to be paid at rates heretofore applicable only in industrial areas. Annual increase in these payments estimated at $2 million.

Total volume BLEU trade (imports, exports) for year ended June 30 increased by almost $1 billion over previous 12-month period.

Vesely Co., Lapur, Mich., manufacturer of "Apache" camping trailers, establishes subsidiary, Vesely Co. S.A., at Nessonvaux. Subsidiary, capitalized at $100,000, to import, export, manufacture vehicles, other material related to camping, touring.

CHILE—LAN, national airline, inaugurates its Santiago-Miami jet flights. LAN to operate two flights weekly with recently purchased Caravelle jets.

$5.25 million credit granted Government by German Kreditanstalt fur Wiederaufbau to finance commercial payments arrears dating from January 1, 1962.

European Coal and Steel Community, to establish liaison office in Santiago to handle matters of common interest with Latin America, according to Chilean press reports. No date for opening announced.

COLOMBIA—International Petroleum Co. to establish 10 ton per day sulphur plant in Cartagena (Mamonal). Sulphur to mainly supply chemical industry in Barranquilla at prices expected to be about $30 per ton lower than sulphur now bought from plants in Southern Colombia.

FRANCE—Common stocks of Corn Products Co. and Chrysler Corp. now being traded on Paris stock exchange.

Construction of IBM-France plant at Montpellier to begin next month. Production should start sometime in 1965.

World Congress, organized by International Association of Advertisers, to be held in Paris from April 28 to April 30, 1965.

Anti-dumping duty on imports of U.S.-produced ethylene glycol, effective since August 1962, abolished Oct. 8.

General Dynamics Corp., New York, and Compagnie Generale de Telegraphie Sans Fil (CSF) founded new subsidiary called SESTRO. Located in Paris, new company to specialize in research, manufacture of space electronics, principally guidance, tracking systems for satellites. CSF holds majority shares.

IRAQ—Koppers International signs contract for engineering consulting services in connection with proposed iron, steel plant. First phase of contract, to include feasibility study, preliminary engineering services, to be carried out at once.

MALAYSIA—New plywood factory, with capital of $1 million goes into operation at Tasek Industrial Estate near Ipoh in northern Malaya. Factory, equipped with West German machinery, reportedly produces variety of high quality plywood for interior, exterior, marine use, in conformity with accepted international standards. Fancy type of plywood for decorative purposes also being produced. Daily production reported to be 1,800 panels 4 ft. by 8 ft., 4mm. thick. Factory expects to go into round-the-clock production to meet local demands.

NETHERLANDS—Belgian petroleum concern Petrofina and affiliated Dutch sales firm, Purfina Nederland N.V., set up new company, Fina Exploratie Mij. N.V., in The Hague. New firm to engage in exploration, eventual exploitation of oil, natural gas.

Government to grant Inter-American Development Bank $10 million for aid to Latin America over two years.

Weatherford Oil Tool Co., Inc., Houston, sets up subsidiary, Weatherford Oil Tool Nederland N.V., to produce, distribute tools, equipment for oil industry.

National Investment Bank to float $14 million bond issue at 100%. Bonds, paying 6%, to be handled through bank syndicate headed by Netherlands Trading Society and Amsterdam Bank.

Government proposes $300 million (20%) cut in personal income taxes through structural revision of present law. Starting in 1966, minimum taxable income would be increased, removing 300,000 to 500,000 persons from tax rolls.

NEW ZEALAND—Government figures released for fiscal year ending March 31, show GNP at $4,470 million, an increase of 9.8% over previous year. National income estimated at $3,830 million, 9.5% increase. Record levels of exports, imports of goods, services registered $1,100 million (up 17.6%); $1,061 million (up 16.6%), respectively.

NORWAY—Official September crop outlook report states that unfavorable weather conditions will affect 1964 crop yields. Although grain acreage increased in 1964, grain harvest expected to yield roughly 600,000 m.t. of grain or about same as 1963. Quality of grain harvest to be much lower. Fruit production, especially of apples, pears, much lower so that period during which apples, pears may be imported to be opened at early date. Potato yield reported as lowest since 1939. About 830,000 m.t. of potatoes expected to be harvested. This is almost 300,000 m.t. less than 1963 harvest.

SOUTH AFRICA—Standard Telephones & Cables (Pty.), Ltd., opens plant at Boksburg, Transvaal, for manufacture of silicon planar expitaxial transistors. Company becomes first local firm to manufacture components for electronics industry.

SWITZERLAND—Index of consumer prices rose by 0.2% in September, bringing total increase since September 1963 to 2.8%. Wholesale prices were also up—0.7% in September, 3.1% over previous year.

UNITED ARAB REPUBLIC—Government's first estimate for 1964/65 cotton crop is 9,431,000 cantars. The 1963/64 crop amounted to 8,833,461 cantars, very close to what had been predicted for first estimate.

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the cover

The steel skeleton of a thermal power plant rises above the palm trees at Port-of-Spain, Trinidad. The multimillion-dollar project also involves construction of a 41-mile natural-gas pipeline to supply fuel for the plant, and the expansion of transmission and distribution lines. The "Construction Projects" section of INTERNATIONAL COMMERCE each week reports on world-wide building programs and the attendant opportunities for U.S. exporters. A story about such construction projects appears on page 2.

International Commerce

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THE WORLD'S MIGHTY RIVERS come under man's control by means of hydroelectric, flood-control and irrigation projects under construction around the globe. Men and machines are in action at the site of Al-Rumadi Dam in Iraq (above). At left, workmen scamper down face of Africa's Kariba Gorge Dam.

World-wide construction projects hold business opportunities, big and small, for the U.S. exporter

By JOYCE S. FIELD

Staff Writer

A power station in Australia, a road building program in Kenya, a hydroelectric project in Central Malaya—spin the globe from Angola to the Territory of Trinidad and Tobago—no matter where it stops there is a new building project under construction. And in every one of these far-flung locations a U.S. Commercial Officer has reported the details of the proposed project to the American business community in the "Construction Projects" column of the World Trade Opportunities section of INTERNATIONAL COMMERCE. (See page 38 for this week's report).

Each project means potential business for U.S. exporters, and not necessarily the giants in industry, for firms of all sizes take advantage of these opportunities. As James Daniel put it in his article, "Exports: New Challenge to Business," in the Reader's Digest, "Middle-sized and small businesses have begun to find that they can follow the lead of the corporate giants and make good profits by selling their products abroad."

If the rate of construction projects reported in INTERNATIONAL COMMERCE continues as it did in the first quarter of FY '65, it will almost double that of last year. The total then was 470, with 280 new projects reported in INTERNATIONAL COMMERCE in the last four months alone.

FY '64 construction projects overseas

brought more than a billion dollars to U.S. contractors according to the Business & Defense Services Administration, Department of Commerce. An even greater dollar volume for alert exporters is indicated this year.

From 300 posts around the world, the Department of Commerce receives reports of business activity. The moment a Commercial Officer of the Foreign Service of the United States has an inkling of a new project which would hold any interest for a U.S. businessman, the word goes out by airgram to the U.S. Department of State and to the BDSA in Commerce, where the INTERNATIONAL COMMERCE "Construction Projects" column is prepared.

Bridge for Brisbane

For example, in Queensland, Australia, a toll bridge or tunnel is being planned to cross the Brisbane River. Even "down-under" they are having the same suburban growing pains that any large city in the United States is facing. Because of the lack of adequate river crossings, and no bridges connecting the down-river industrial suburbs, the Government is anxious to move rapidly to alleviate the growing river-crossing problem. The amount involved is in the neighborhood of $20 million, and the Government of Queensland is welcoming participation by overseas firms.

At the other end of the world, in Ecuador, bridge building is also in the news. Several U.S. firms have already submitted their qualifications for bids on a $15 million bridge to span the Guayas River.

Probably the most highly publicized capital in recent years is the remarkable city of Brasilia. It is the center of a long-range plan to make the Republic of Brazil one of the great nations of the world. The vast regions of this South American country require a network of highways to permit integration of the economy of the interior of Brazil with the coastal and industrial areas. This long-range program includes highways connecting Brasilia to the cities of Belem, Fortaleza and Canuma. In addition, there is a short-range program for completion, improvement and paving of existing roads. In coordination with this extensive highway program, Brazil plans to increase its railway facilities, its sea and river ports and its airports. As each phase of this project develops, it will be promptly reported in INTERNATIONAL COMMERCE.

Broadcasting in Baghdad

Iraq, proud of its modernization program, is now planning its own Radio City. This is to include a television center, a radio broadcasting house, general assembly and press conference halls, and a Ministry of Culture and Guidance headquarters building. The great upsurge in the construction of radio and television centers in many foreign countries has been underscored by Martin Codel, a communications consultant, who has visited 60 nations during the past five years. In a recent National Press Club talk in Washington, Codel reported on a talk with President Tubman, of Liberia, who told him that he wanted U.S. enterprise to start a second TV station. When official action is started on this project, it will be published in INTERNATIONAL COMMERCE.

Burma is burgeoning with plans for flood-control and irrigation with the possibility arising for a hydroelectric plant. And both Ceylon and Iraq are planning construction of dams for reservoirs and power plants.

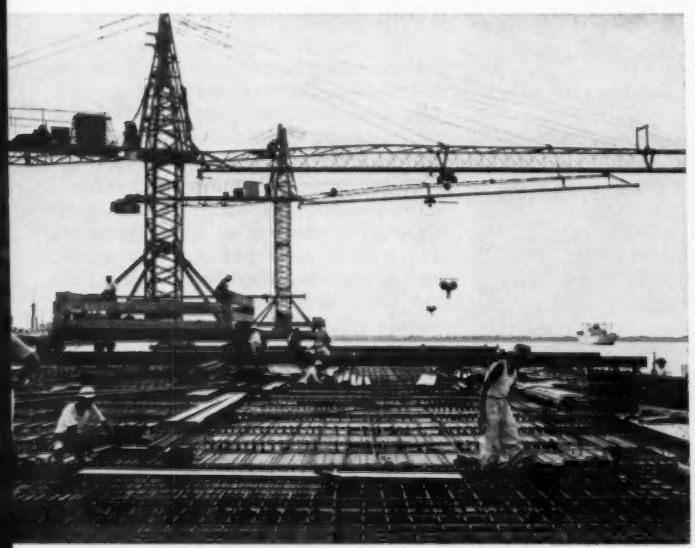
Spinning the globe to the continent of Africa, U.S. engineers find that shortages of skilled labor, and equipment, coupled with the needs for new highways, airports and dams make the Republic of South Africa a fertile field for participation in new projects.

Closer to home, our neighbor to the north, Canada, is organizing a steel complex in the Province of Quebec with the possibility that U.S. support may be needed.

Opportunities unlimited

Admittedly these are but a few of the many opportunities available to U.S. businessmen. It should be noted that in many instances where awards are made to native contractors, supplies are bought by these contractors from U.S. exporters. Even the largest of construction projects, although beyond the capacity of small or middle-sized businesses, quite often offer sub-contractual or supply possibilities, past experience has indicated.

The U.S. businessman who has not as yet entered the export field is being urged to explore this area in regional export expansion meetings around the country. The 42 Department of Commerce Field Offices are ready to assist, and invite contacts on the subject. A list of the field offices is published in the World Trade Opportunities section of INTERNATIONAL COMMERCE, (page 31 in this issue).



WHARF TAKES SHAPE at Port Swettenham, Selangor, on the west coast of Malaya.

ROAD LEAPS GORGE via bridge near Nobol, Guayas Province, Ecuador.

HEART OF TURIN CENTER is workshop building stocked with U.S.-made equipment for training 2,000 technicians in skills needed by 86 developing countries.

TOOLS, MACHINERY DONATED

We equip 2,000 trainees

Manufacturers spur world economic development through Tools for Freedom

By STANLEY LICHTENSTEIN
Staff Writer

Cold steel and warm hearts are combining to make the problems of economic development less formidable for low-income nations. This is being done through contributions of U.S. machinery and equipment for technical training of sorely needed personnel.

Over the past five years, crates marked "Tools for Freedom from American Business" have become increasingly familiar in the ports of the world. Just the other day, $600,000 worth of new machinery and equipment—a first shipment—was sped towards Turin, Italy, on board the nuclear-powered *S.S. Savannah* in the latest major step taken by the Tools for Freedom organization.

This gift from 104 American manufacturers will be utilized for training 2,000 persons a year from 86 developing nations of Latin America, Africa and Asia. With such equipment and under United Nations sponsorship, the International Center for Advanced Technical and Vocational Training will conduct classes on a "campus" donated by the Italian Government.

Already, Tools for Freedom has provided more than $3 million worth of new and used equipment from 410 companies to 87 schools in 22 countries, according to Mansfield D. Sprague, who doubles as vice president of American Machine & Foundry Co. and president of Tools for Freedom.

"There are inherent values in this program both for the developing nation and for U.S. industry," comments Secretary of Commerce Luther H. Hodges.

"Technical training is essential in the tasks of construction and development which face the emerging nations. In addition, U.S. equipment is being introduced at the time and place where tastes for American products and American quality are being formed by the future executive and technical personnel of these countries."

Cooperating Groups

- Associated Industries of Massachusetts
- National Machine Tool Builders Association
- Woodworking Machinery Manufacturers Association
- American Machine Tool Distributors Association
- American Supply & Machinery Manufacturers Association
- Manufacturers Association of Connecticut
- National Industrial Distributors Association
- New Jersey Manufacturers Association
- Machinery Dealers National Association
- Woodworking Machinery Dealers Association

Over 300 projects

The center at Turin—one of more than 300 training projects aided by Tools for Freedom—is training senior management personnel, foremen, supervisors, technical instructors and skilled technicians. These will teach others when they go back home.

A diverse range of material, from hand tools and arc welders to electronic instruments, diesel engines and large boring and grinding machine tools, made up the *Savannah's* initial Turin-bound cargo, and the value of the contribution by U.S. private enterprise is expected to go to $1 million. Tools for Freedom still has a waiting list of requests from the Turin International Center for equipment in the fields of electronics, machine tools, automotive repair, welding, visual aids and agricultural mechanics.

Accepting the first shipment on behalf of the Turin center, Paul Hoffman, director of the United Nations Special Fund, said that an adequate supply of tech-

HANDY GADGET, part of $600,000 shipment from U.S., is examined (l. to r.) by Paul Hoffman, director, UN Special Fund, Dvd. Morse, Turin training center, and Mansfield Sprague, pres., Tools for Freedom.

nically trained manpower is one of the most important prerequisites for economic growth. He continued:

"The shortage of skilled personnel is nowhere more acute than in the low-income countries peopled by two-thirds of mankind. This is why these countries in their struggle to raise living standards are putting such tremendous effort into educational and training programs. . . .

"In supplying this needed equipment, the American businessmen and firms participating in the Tools for Freedom program are performing a signal service on behalf of the developing countries which will surely contribute to an expanding world economy."

At Turin, the ablest products of local training in centers backed by the UN and national governments are given advanced training in a modern industrial setting. A main workshop, 500,000 feet square, occupies the structure which was formerly the focal point of the 1961 Italian Centennial Exhibition. Twenty-one pavilions provide living quarters for trainees. Facilities like these—plus the expert instructional staff to go with them—were simply not obtainable at local centers.

Directing the Turin center is Paul Bacon, former minister of labor in France. The board chairman is David A. Morse, director-general of the International Labor Organization and former U.S. Labor Department under secretary, while among the board of trustees is Rudolph Faupl, vice president, International Association of Machinists, Washington.

Members of the teaching staff come from the United States, France, West Germany, England, Italy and Spain. The languages of instruction are English, French and Spanish. Governments and intergovernmental organizations, as well as private international agencies, are underwriting the budget with cash, grants or fellowships, or equipment.

Tools for Freedom's important role in equipping this and hundreds of other modern training centers has many benefits for the United States as well as the recipient countries. In its main thrust, it reveals U.S. private enterprise in action, helping the peoples of the world—and entirely on its own, since the U.S. Government is not involved.

The non-profit, charitable, scientific and educational corporation was launched in Rhode Island in 1960 and has since enlisted more than 400 companies in its overseas projects. These participating firms have contributed lathes and milling machines, metal-cutting tools, electrical testing equipment, electronic equipment, woodworking machinery, welding equipment, foundry equipment, automotive-repair machinery, shoe-repair equipment, printing presses, sheet metal machines, hand tools and 20 other categories of training equipment.

All of this makes friends and influences people. Technology, like the arts, speaks a universal language and technicians who learn to handle American tools are linked closer to their American counterparts. Tools, machines and equipment with a "Made in U.S.A." stamp become more widely known, laying the groundwork for future U.S. exports.

About 65% of the material sent abroad by Tools for Freedom is used equipment. Donor companies benefit from a tax write-off, and the outflow of older tools and equipment makes for increased domestic sales of new and improved machinery. The whole operation is a striking illustration of the blessedness of giving, for the United States reportedly has 1,800,000 over-age metal-cutting and metal-forming machine tools and leads in obsolete plant and equipment.

Tools for Freedom, then, offers American manufacturers an unparallelled opportunity to work simultaneously for philanthropy and enlightened self-interest. Opportunity's knock has been answered by hundreds of individual American companies as well as by the cooperating industry associations.

With such help, Operation Bootstrap—rapid economic development—is robbed of some of its terrors abroad. Have-not nations receiving Tools for Freedom shipments know that they will not be required to make bricks without straw.

For information, **contact:** Robert Morrow, Executive Vice President, Tools for Freedom, 345 E. 47th St., New York, N.Y. 10017.

HORIZONTAL BORING MACHINE is checked out of Giddings & Lewis Co.'s Wisconsin plant by R. J. Kraut.

A U.S. policy view of the new Japan

By ROBERT W. BARNETT

Deputy Assistant Secretary of State for Far Eastern Economic Affairs

When the Emperor of Japan ordered his people to lay down their arms on Aug. 14, 1945, the United States and a prostrate and bewildered Japan became engaged in a momentous joint venture. Some—for a while—looked upon Japan, I fear, as a wholly owned U.S. subsidiary. We have passed far beyond that relationship, if indeed anyone ever supposed it really existed; Japan is our full partner today.

BARNETT

General partners in business share unlimited common liability, and none can, except by some showing of special wisdom or talent, control decision by another. Today, Tokyo and Washington are general partners in a shared and disturbing environment to which each brings different kinds of wisdom and capability. Neither seeks to control the other. This is as it should be.

So long as Washington's partnership with Tokyo is elastic and understanding, the free world can enjoy margins within which to absorb predictable setbacks and capabilities, over time, to exploit effectively hoped for breakthroughs in the Pacific area as a whole. A fractured Tokyo-Washington partnership would, on the other hand, produce an earthquake in the power balance of the entire world, the consequences of which no one could foretell or contemplate with equanimity.

Joins OECD

Just this April, Japan became, with our wholehearted support, a full member of the Organization for Economic Cooperation and Development (OECD) —hitherto an "Atlantic" community of industrialized societies. Talented representatives began making that long trip from Tokyo to Paris and back to participate in OECD business. From them, Europeans heard, and began to digest with new interest, facts and figures of Japan's current economic performance, future outlook, and intention.

Japan's gross national product is $60 billion. For a decade it has maintained a continuing 9.4% rate of growth. Exports as a percentage of GNP are 10%, compared to 16% for Germany, 14% for the United Kingdom, 4% for the United States. Reserves are fairly thin and stand at about $1,900 million. Long-term investment funds are unavailable from local resources. Medium and short-term funds come at a high 9% interest rate.

Its industrial production is fourth in the free world. Japan's shipbuilding exceeds that of all countries; its crude steel production is surpassed only by the United States and the Federal Republic of Germany; its synthetic fiber production is surpassed only by the United States. Chemicals, metal products and machinery made up $677 million of Japan's $1,500 million exports to the United States in 1963.

Of the U.S. total of $1,704 million in exports to Japan in 1963, $1,619 million worth was in foods, fuels, chemicals, machinery and raw materials. The United States enjoyed a favorable balance of trade with Japan of some $200 million in 1963. Japan, next to Canada, is the United States' most important foreign market, and for Japan the United States is both its most important source of imports and outlet for exports.

CED's speak out

Few visitors who were in Tokyo in September [for the International Monetary Fund-World Bank meetings] would now care to challenge what was put so convincingly in a monograph jointly published in March 1963 by our Committee for Economic Development and by the Keizai Doyukai (Japan's CED). Our CED said:

"It is our general view . . . that there is nothing in Japan's situation that makes it unduly hard for her to accept the responsibilities of full partnership with the other major industrial powers. At the same time, we see no reason why Japan's industrial trading partners should not extend to her the benefits of full partnership in the free world economic system."

The Keizai Doyukai, at that time, expressed the same thought a little differently: "The Keizai Doyukai . . . believes that the principles of protective trade contradict the principle of Japan's equal partnership with the free nations of the world and that if Japan wishes—and we sincerely do—to be an equal partner with them, Japan should discontinue the remaining restrictive measures in its economic relations with those countries which are all designed to protect Japan and its domestic industries from keen international competition."

Knowing of Japan's progression in April to Article 8 status under the IMF —removal of restraints on current foreign exchange transactions—and having seen the streets and shops of Tokyo, its docks and its factories, Europe can now consider credible that the wage and welfare of the Japanese worker is on a par with his counterpart in Italy and France, and the capabilities and vulnerabilities of Japan's economy like its own.

Issues of tomorrow

In passing from today to forecast of the issues of tomorrow, I cannot do better than to quote Yoshizane Iwasa, President of the Fuji Bank and leader of the Japanese Economic Mission to the United States, who was in Boston last spring. Following that visit he wrote:

"I believe that both Japan and the United States will face the following important economic problems after next year:

"The first is the policy concerning world trade as indicated in the Kennedy Round negotiations of the General Agreement on Tariffs and Trade.

"The second problem concerns economic aid to lesser developed countries which was discussed at the United Nations Conference on Trade and Development held in Geneva recently.

"The third is a problem of the balance of international payments and international liquidity.

"The fourth problem that can be pointed out is that concerning East-West trade."

Washington knows that, in fact, these are our basic and common economic problems. We are reassured that negotiators from Tokyo and Washington express views on them in various forums of international discussion which are nearly identical.

Still we have had our problems. Foreign Minister Ohira's visit to Washington in August 1963 was clear evidence of the initial alarm—and foreshadowed the continuing resentment—Japan has experienced in being confronted with our

The accompanying article is condensed from an address by Mr. Barnett at last month's Boston University conference on Doing Business With the New Japan.

recently adopted Interest Equalization Tax legislation. Japan still finds difficult to understand a grant to Canada of an exemption from that law, and not to Japan.

Japan seeks extension of its aviation rights in the United States and its public construes our responses as unreasonably protectionist. Japan is concerned over the effect of the Bartlett Act on its traditional king crab fishing industry in the Bering Sea. All Japanese are apprehensive all the time over all ramifications of U.S. "Buy American" and "Ship American" practices and policies. Tokyo wishes that it did not have to be concerned with subjecting to voluntary restrictions 30% of its exports to the United States.

On our side, we take exception to evidences of Japan's resistance to U.S. direct investment, quotas it applies to U.S. exports of cars, photographic film, and certain kinds of machinery. But discussion and negotiations have kept these strains and disputes within manageable limits. We can continue if neither partner becomes blinded by notions of self-virtue. We have with Japan no problems more troubling than—or even as troubling as—many of those we have with the European Economic Community and others in the Atlantic Community.

Diversity refreshes

The path ahead cannot be trouble-free. Differing economic calculations, political pressures, history, and differing intuitions into the imponderable realities of our times have injected into our free world relations the creative refreshment of diversity. What the Communist world—confronted by the basic unity, the growing strength, and the resolution of the free world—has been obliged to bend to, in its sufferance of growing polycentristic tendencies, has been, right along, one of our principal values and sources of strength. . . .

[Former] Prime Minister Ikeda may have tried to foreshadow new responsibilities Japan will be taking up when he told the Bank and Fund delegations:

"By seeking to increase our imports of primary products and our exports of manufactured goods and by steadily expanding our assistance to the developing countries, we wished to contribute our share to the peace and prosperity of the world. . . . Japan is a country with long historical traditions and a rich cultural heritage and, at the same time, a country filled, I think, with youthful energy ever and actively seeking to explore new horizons."

So long as Japan's perspectives and ours, Japan's knowledge and ours, Japan's experience and ours, can be exchanged and combined in ever deepening understanding of the formidable problems of our era, the free world possesses assets far greater than an arithmetical sum of our separate strength.

Similar views

To sum up: Japan has emerged from its wartime devastation and dislocation to become a proud equal in every way of the societies of the advanced industrialized countries of the world today. Japan can compete, and stand competition.

Tokyo and Washington look out upon the international trading community with similar, if not identical, views on what is needed to create a worldwide nondiscriminatory, competitive environment.

Both countries are troubled by the widening gap between the affluent and less developed countries of the world, and are exploring ways to close it.

Both Tokyo and Washington are alert to the financial and fiscal policies of major countries around the world and have devoted their best talent to evolving international mechanisms for forestalling potentially calamitous fluctuations in production, trade, and payments trends worldwide—in the less developed countries no less than in the developed.

Both countries have deep and somber experience with the peoples and institutions of the Communist world, both in Europe and in Asia. Both realize that in a nuclear age, the patient search for safety must move along varied and precarious paths.

Within the frame of its dynamic and still rapidly developing economic system, the people of Japan are experiencing an improvement of welfare and a flowering of scientific, artistic, intellectual creativity which is the envy of Asia.

In the context of these vast areas of common interest and purpose, our occasional disputes should remain but pinpricks, provided we accord to each other the respect and tolerance due to true partners.

Japan does have a new destiny in the world at this point in mid-century—not to control or to follow but to dedicate itself to fulfillment of the promise in its present system of social, political, and economic freedom so that neighbors will emulate, participate, and share in its rewards.

the author

Appointed in 1945 as an assistant adviser on Japanese economic affairs in the State Department, Barnett has served also in European affairs and in posts at The Hague and Brussels.

Colombian agency, Dow plan to build polyethylene plant

Dow Chemical International of Midland, Mich., and the Government of Colombia are negotiating to build and operate Colombia's first low-density polyethylene plant.

They would share ownership of the plant on a 50-50 basis for 15 years, after which the government would have opportuntiy to acquire all shares in the enterprise.

The project was described in a joint announcement by Macauley Whiting, president of the U.S. firm, and Dr. Mario Galan Gomes, president of Colombia's government-owned oil company, Empresa Colombiana de Petroleos (ECOPETROL).

They said Dow and ECOPETROL had "reached an agreement in principle to form a joint company" to build and operate the polyethylene plant adjacent to ECOPETROL's refinery at Barrancabermeja. No details of cost and financing were announced.

The U.S. firm already has a herbicide plant and sales office in Bogota and is building a polystyrene plant at Cartagena.

The new plant will have a nominal capacity of 10,000 metric tons annually and will use ethylene from Colombia's first ethylene plant at the ECOPETROL refinery, the announcement said.

The AGFO process, licensed by Dow Chemical International from Scientific Design, will be used in polymerization. Dow technology in polyethylene finishing and formulation will be employed in the finishing portion of the plant.

The ECOPETROL refinery at Barrancabermeja on the Magdalena River now operates at 45,000 barrels a day. Production soon will be expanded to 70,000 barrels a day, the announcement said. ECOPETROL also has substantial exploration and production operations.

INDUSTRIAL VALVES

Manufacturer of industrial pipeline valves is interested in licensing arrangement and/or joint venture with U.S. company to manufacture industrial valves for chemical, petroleum, general process industries.

Write: Audco, Ltd., Newport, Shropshire, England.

IN AUSTRIA

Inventory buildup of U.S. products seen underway

Removal of almost all restrictions on non-farm imports brightens trade picture

By HENRY W. PRENTICE

Commercial attaché,

U.S. Embassy, Vienna

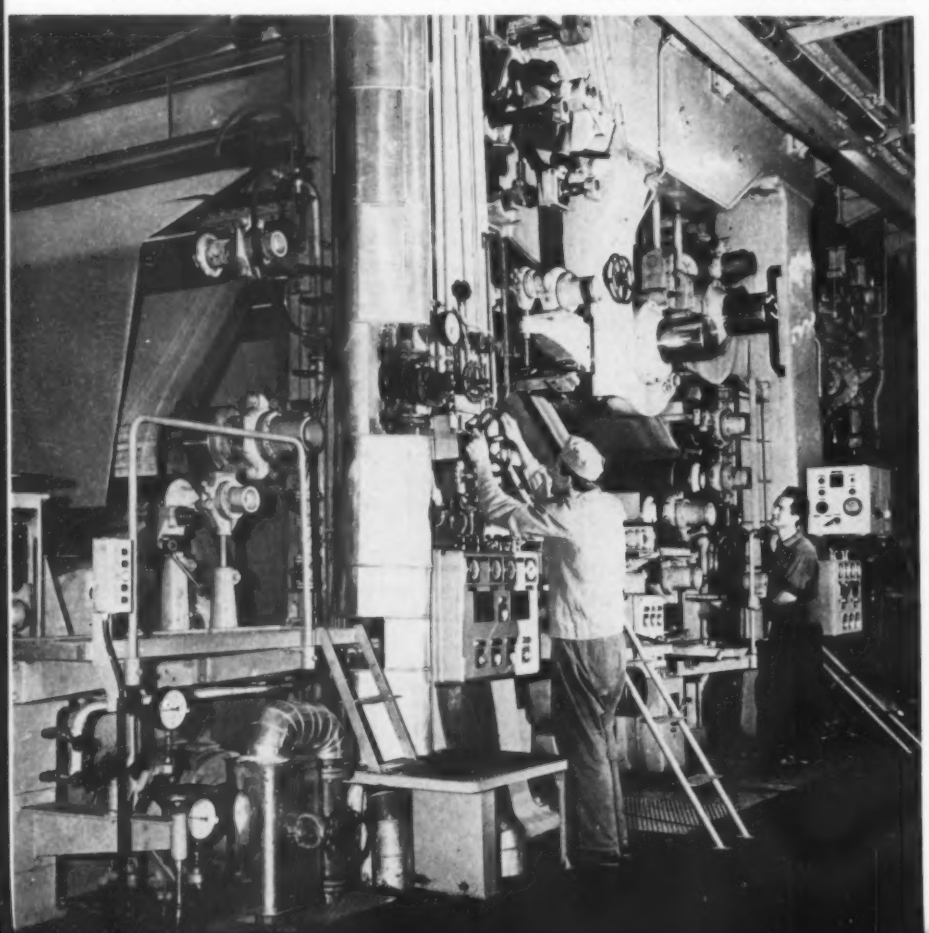
The short-term market outlook for U.S. exports to Austria is more promising than it has been for many years. Perhaps the primary reason is that on October 1, 1964 the Austrian Government removed almost all remaining import restrictions on non-agricultural items.

Restrictions still remain on such basic agricultural items as grain, meats, livestock and poultry, but even in the food sector the government seems to be acceding to consumer pressure for reductions in import duties or import equalization fees and for increased import quotas to help stabilize prices.

The continued increase in industrial activity has also helped create the optimistic outlook, featured by a continuing high level of investment capital for new construction and modernization of existing plants; substantially increased income from tourism resulting in growing requirements for the tourist industry; and increases in consumer spending power and demands for imported goods.

The outlook has encouraged many Austrian firms to import new items from the United States or to build up inventories of commodities previously restricted by import quotas. The U.S. Embassy receives many inquiries from Austrian firms seeking to purchase specific U.S. products or to represent U.S. manufacturers and exporters in Austria and neighboring countries.

THE INTERIOR of a modern paper mill at Nettingdorf. Investment in Austria's expanding industries is providing a wider market for sales of U.S. goods. Consumer buying of imports is also increasing rapidly.



Anything sells

Almost any item can be sold in this market if it is promoted on somewhat the same basis a U.S. manufacturer would employ in selling a product in a distant part of the United States. Studies indicate that even with relatively higher freight costs U.S. products can compete on a price/quality basis. This was demonstrated at the recent Vienna International Fall Fair, where 22 exhibitors of supermarket and food handling equipment made contracts or representational agreements which should result in sales totaling approximately $3 million during the next 18 months. Ten of the 13 exhibitors seeking representation completed satisfactory arrangements, including some arrangements for representation in other countries.

Austria is usually considered a small market since its population amounts to only seven million. However, purchasing power is relatively high and many consumer goods are imported for tourists. In addition, Austria often acts as an entrepot trade center or middleman for trade with the Near East and adajacent countries. Accordingly, U.S. firms seeking to enter this market should consider whether they should ask Austrian firms to cover other market areas.

Must offer terms

A U.S. firm entering this market must be prepared to offer terms comparable to those granted by competing suppliers. They must **(1)** establish spare part or servicing arrangements, **(2)** provide sales bro-

(Editor's note—See Neil Hurley's column on page 12, also on Austria.)

chures or instructions in German, **(3)** visit their sales or representation firms, **(4)** quote prices on a delivered basis, **(5)** negotiate contracts or representation agreements of a sufficient duration to enable a local firm to program on a long-term basis, **(6)** contribute to a reasonable extent in advertising or market promotion programs, **(7)** train sales and service personnel of the local agent, **(8)** offer payment or credit conditions provided by competitors, and **(9)** adapt or modify certain commodities to meet local requirements.

While almost any commodity may be sold in this market if it is properly merchandized, the following commodity sectors offer the best sales potential for the immediate future: medicinal preparations and pharmaceutical specialties, cosmetics, plastic materials, leather and artificial leather, textiles, garments, tools and machine tools, heating, air conditioning and refrigeration equipment, farm machinery, laundry and dry cleaning machines, office machines, building materials and machinery, household and restaurant equipment, communication equipment, automobile maintenance and service equipment, instruments, toys and sporting goods.

How to do it

A demonstration of what can be achieved in a highly competitive field through aggressive sales promotion was provided by Barbecue King Inc., which participated in the recent U.S. Exhibit at the International Fall Vienna Fair. Despite the fact that barbecue grills are available on the Austrian market from a variety of domestic and foreign sources, the displayed merchandise aroused great interest. This was largely due to the excellent salesmanship and constant attendance of a member of the firm who demonstrated his machines in full operation throughout the fair, and gave away samples of barbecued poultry and meat to thousands of visitors.

Other U.S. firms participating in the Vienna Fair have shown similar initiative, demonstrating that U.S. products can succeed against tough competition in spite of high tariffs and freight costs.

the author

In his present post since 1962, Mr. Prentice began his Federal service with the Federal Home Loan Bank Board in 1941. He attended the Foreign Service Institute Field School at Nice in 1957, and more recently has served in the State Department as an international economist.

New tally shows export figures running well above record levels in 3rd quarter

Seasonally-adjusted totals were 14% above 1st three quarters of '63

U.S. exports are rising to new highs, the Commerce Department's Bureau of the Census reports.

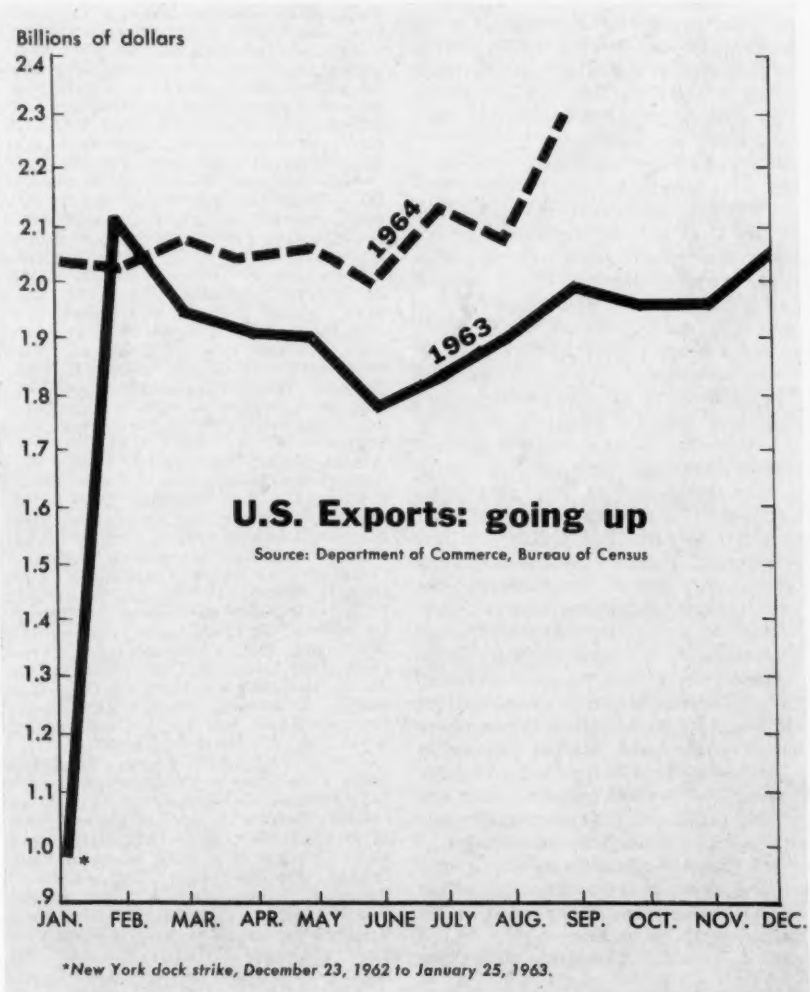
Summarizing trade activity for the first nine months of 1964, the Bureau said:

At the end of September, seasonally adjusted U.S. exports were running at an annual rate of $24.9 billion—about 14% more than for the first nine months of 1963. The figures do not include Military Assistance Program—Grant-Aid shipments.

September exports totaled almost $2.3 billion. They were 9% higher than August exports, and more than 14% above the totals for September, 1963.

The report showed substantial increases in exports of machinery and transport equipment; beverages and tobacco; food and live animals, chemicals and manufactured goods.

It said exports for the first nine months of 1964 totaled $18.7 billion, compared with $16.3 billion for the same period of 1963. These also were seasonally adjusted figures excluding Department of Defense shipments.



RECRUIT LOCAL EXPERTS

Negotiators get advisors

Gov. Herter appoints business specialists to assist and advise GATT representatives

In connection with the current international trade negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT), Governor Christian A. Herter, the President's Special Representative for Trade Negotiations, has announced the establishment of a roster of technical representatives of industry, agriculture, labor and consumers.

The chief function of these specialists will be to provide the American negotiators at the trade talks in Geneva with factual information (economic, technological, marketing, etc.) that is relevant to the negotiations. The establishment of this roster is another step that Govenor Herter has taken in the light of the provision of the Trade Expansion Act of 1962, to seek advice and information from business, labor, and agriculture.

Explaining the functioning of the Roster, Governor Herter said:

"When we need specialized information in any given field to supplement or update the large amount of information already gathered by this Office through public hearings and from other Government agencies, we shall ask the Technical Representatives concerned to provide it. On the other hand, if any group wants to bring something to our attention, they may do so through their representatives. We mean this to be a two-way street—and we hope it will work out that way.

"The designation of these representatives does not, of course, preclude other contacts between this Office and the spokesmen of trade associations, labor unions, agricultural organizations, consumer groups, and individuals. It merely establishes a regular channel of communications."

Unlike the Public Advisory Committee on Trade Negotiations, appointed by the President on March 2, the representatives on the roster will not function as a group, Again unlike the Public Advisory Committee, they will give their advice as representatives of their economic interests, rather than as individual citizens.

The technical specialists will serve without pay. A list of those designated so far follows. More may be appointed in the future, as the needs arise.

W. R. F. Adams, Kensington, Md., **(Wire & Cable);** Lawrence J. Ahern, Akron, **(Chemical Workers);** Charles D. Alhadeff, Seattle, **(Fish);** George V. Allen, Washington, D.C., **(Tobacco);** Walter M. Allen, Pressmen's Home, Tennessee, **(Printing Pressmen);** Richard A. Anderson, La Grange, Illinois, **(Aluminum);** Harold Angier, San Francisco, **(Fresh Fruits);** Mario Azpeitia, Washington, D.C. **(Cigar Makers);** William C. Babbitt, New York, **(Photographic Eqmt.);** Stanley S. Backner, Washington, D.C., **(Plumbing Fixtures);** and Charles Baker, Philadelphia, **(Glass).**

Also Leland Beard, Columbus, Ohio, **(Glass & Ceramics);** Burton Beck, Indianapolis, **(Pharmaceutical);** Walter A. Benz, New York, **(Olive Oil, Olives, Canned Fish, Food Specialties, Waxes);** Dr. Crayton K. Black, Wilmington, Delaware, **(Chemicals);** Richard Black, Modesto, Calif., **(Fruits & Vegetables, Processed Fruits);** Eric N. Blackstead, New York, **(Dry Color);** A. Dewey Bond, Washington, D.C., **(Meat);** Ralph Bonomo, New York, **(Export-Import);** L. Curtis Booth, New Britain, Conn., **(Hardware, Builders);** G. William Boyd, Cincinnati, **(Fatty Acids);** Dr. R. Buford Brandis, Washington, D.C., **(Textiles);** and Fred Bronner, New York, **(Toys).**

Also William F. Brooks, Washington, D.C., **(Feed Grains);** Otis Brubaker, Pittsburgh, **(Steelworkers);** B. E. Bryan, Calypso, No. Carolina, **(Plywood);** Edward Burling, Jr., Washington, D.C., **(Metal Cutting Tools);** Carl H. Burton, Chicago, **(Aluminum);** Mrs. Carol Bush, Philadelphia, **(Hosiery);** Thomas F. Butler, Washington, D.C., **(Lumber);** Carl Campbell, Washington, D.C., **(Cotton);** Marcus Chapman, North Chatham, Mass., **(Steel);** William K. Child, Hopedale, Mass., **(Textile Machinery);** William F. Christopher, New York, **(Chemicals);** and John C. Clay, New York, **Corn Starch).**

Also Robert G. Clifton, Philadelphia, **(Hats & Hat Bodies);** Rowland H. Coleman, Bridgeport, Conn., **(Sporting arms & Ammunition);** William H. Conzen, Bloomfield, N.J., **(Pharmaceutical);** Joseph Coors, Golden, Colorado, **(Ceramics);** Joseph A. Costello, New York, **(Antiknock Compounds);** Robert W. Coyne, Washington, D.C., **(Alcoholic Beverages);** William T. Cruse, New York, **(Plastics);** George Curtis, Washington, D.C., **(Automobiles);** C. Frank Dales, East Liverpool, Ohio, **(Potters);** Donald D. Danielson, Washington, D.C., **(Carpenters & Joiners);** Morton H. Darman, Boston, **(Wool);** and Joffre C. David, Orlando, Fla., **(Fruits & Vegetables).**

Also V. E. Deinlein, Crozet, Va., **(Metal Office Furniture);** A. G. Delman, Camden, N.J., **(Marine & Shipbuilding);** Ronald De Lucien, Washington, D.C., **(Cannery);** Philip M. DeVany, Washington, D.C., **(Dry Beans);** M. C. Dobrow, New York, **(Paper & Pulp);** Fred L. Doolittle, New York, **(Cement);** Robert S. Eckley, Peoria, Ill., **(Construction Machinery);** Frank C. Elliott, Brussels, Belgium, **(Cannery);** Bernard H. Falk, New York, **(Electrical Mfrs.);** Ernest Falk, Yakima, Wash., **(Fruits & Vegetables);** George O. Fecteau, Washington, D.C., **(Shoe Workers);** and Josiah Ferris, Washington, D.C., **(Sugar).**

Also William H. Fineshriber, Jr., New York, **(Motion Picture & TV Films);** Robert P. Fletcher, Jr., Chicago, **(Fish);** F. K. Floden, Modesto, Calif., **(Poultry);** Kenneth W. Ford, Roseburg, Oregon, **(Lumber);** Myron Foveaux, Washington, D.C., **(Chemicals);** Samuel Frankel, New York, **(Radios);** C. K. Freedell, New Britain, Conn., **(Hand Tools);** Milton Fried, New York, **(Clothing);** John L. Fryer, Chicago, **(Packinghouse, Food);** Robert P. Fuller, Manchester, Conn., **(Shoeboard);** and J. P. Gaines, Washington, D.C., **(Rice).**

Also Marshall J. Garrett, Washington, D.C., **(Airplanes);** A. William Gerosa, New York, **(Oils, Canned Fish, Vegetables, Wines, Alcoholic Bevs.);** W. T. Geurts, Salem, Oregon, **(Poultry);** Nathaniel Goldfinger, Washington, D.C., **(AFL-CIO);** Richard J. Goodman, Washington, D.C., **(Wheat);** Richard I. Goodrich, Boston, Mass. **(Wool);** Frank Gorman, New York, **(Textile Workers);** Jean R. Graef, New York, **(Watches);** Philip Green, Brockton, Mass., **(Shoes);** Lee A. Greenbaum, Sr., New York, **(Linens);** and Henry Greenebaum, New York, **(Meat).**

Also W. L. Harper, New York, **(Floor Covering);** Glen R. Harris, Sacramento, Calif., **(Rice);** A. F. Hartung, Portland, Oregon, **(Woodworkers);** Loyd Haskins, Denver, **(Petroleum & Chemicals);** Harry B. Hazelton, New York, **(Cutlery);** Richard W. Henderson, Lindsay, Calif., **(Fruits & Vegetables, Olives);** Carl T. Hicks, Raleigh, No. Carolina, **(Tobacco);** Karl A. Hochschwender, New York, **(Chemicals);** Irvin A. Hoff, Washington, D.C., **(Sugar);** Bernard L. Hohenberg, New York, **(Wool Products);** and M. A. Hollengreen, Waynesboro, Penn., **(Machine Tools).**

Also Anson Horning, Washington, D.C., **(Wheat);** R. G. Houghtlin, Chicago, **(Fats and Oils);** Perry L. Houser, New York, **(Metal Cutting Tools);** Howell H. Howard, Chicago, **(Lumber);** L. N. Hunter, Arlington, Va., **(Air Conditioning & Refrigeration);** Mrs. Elizabeth Rodgers Jager, Washington, D.C., **(AFL-CIO);** Vernon Jirikowic, Washington, D.C., **(Machinists);** Felix C. Jones, Chicago, **(Cement, Lime & Gypsum);** Halbert M. Jones, Laurinburg, No. Carolina **(Textiles);** and Phillip E. Jones, Washington, D.C., **(Sugar).**

Also Jerome Katz, New York, **(Lace & Embroidery);** Morris Katz, New York, **(Ceramics, China, Glass);** Sidney M. Katz, Elk Grove Village, Ill., **(Guitars);** Vernon E. Kelley, St. Louis, Mo., **(Aluminum);** Baxter B. Kelly, Sumter, So. Carolina, **(Lumber);** J. W. Kelly, Cincinnati, **(Athletic Goods);** Edward E. Kennedy, Washington, D.C., **(Mine Workers);** James M. Kennedy, New York, **(Copper & Brass);** Frank L. King, Washington, D.C., **(Writing Instruments);** and E. Robert Kinney, Gloucester, Mass., **(Fish).**

Also J. E. Klahre, Hood River, Oregon, **(Fruits & Vegetables);** O. A. Knight, Den-

ver, Colorado, **(Oil, Chemical, Atomic);** Sidney S. Korzenik, New York, **(Wool);** William O. Kuhl, Kansas City, Kansas, **(Boilers, Ships, Blacksmiths);** David Laine, New York, **(Aluminum);** Paul Goerz Langfeld, New York, **(Cameras & Optics);** David Lasser, Washington, D.C., **(Electrical, Radio & Machine);** and Dr. H. Lautenschlager, New York, **(Colors & Chemicals).**

Also George Lawrence, Washington, D.C., **(Scientific Apparatus);** Julian Lazrus, New York, **(Watches);** John T. Lesley, Tampa, Fla., **(Fruits & Vegetables, Citrus Fruit);** Hal Leyshon, New York, **(Musicians);** Edward Lipkowitz, New York, **(Footwear);** Irving Lipkowitz, New York, **(Aluminum);** Leonard Lobred, Washington, D.C., **(Cannery);** F. P. Longeway, Jr., Washington, D.C., **(Fish);** Gordon Lyons, Stockton, Calif., **(Sugar);** James R. MacDonald, New York, **(Electrical Wire & Cable);** and Don W. McColly, San Francisco, **(Wine).**

Also Burke M. McConnell, New York, **(Textiles);** Clark E. McDonald, Arlington, Va., **(Plywood);** C. W. McMillan, Denver, **(Cattle);** D. F. McMillen, Los Angeles, **(Fruits & Vegetables, Citris Fruit);** Robert E. McMillen, Washington, D.C., **(Plumbing & Pipefitting);** John F. McNiff, Fort Edward, N.Y., **(Pulp, Sulphite, Paper);** Don F. Magdanz, Omaha, Neb., **(Livestock Feeder);** Edwin E. Marsh, Salt Lake City, Utah, **(Wool, Raw);** VADM. W. J. Marshall, U.S.N. (Ret.) New York, **(Alcoholic Beverage);** John H. Martinson, Anacortes, Washington, **(Plywood);** and Dr. Ernest M. May, Newark, N.J., **(Chemicals).**

Also Henry W. Miller, Jr., Paw Paw, Virginia, **(Fruit & Vegetable);** Joseph F. Miller, New York, **(Electrical Mfrs.);** John K. Minnoch, Chicago, **(Hides & Skins);** Robert L. Minor, Washington, **(Tobacco);** Bradshaw Mintener, Washington, **(Chocolate);** Lee W. Minton, Philadelphia, **(Glass);** Frank E. Montie, Providence, **(Cutting Tools);** Fred C. Muntwyler, Chicago, **(Wire Products);** Samuel W. Murphy, New York, **(Electrical Mfrs.);** James B. Nance, Chicago, **(Livestock & Meat);** and Stefan P. Neumann, New York, **(Wool Products).**

Also John D. Nicola, Washington, **(Bakery & Confection);** James E. Noe, Washington, **(Electrical);** Lewis E. Nordlinger, New York, **(Food Distributors);** Matthew H. O'Brien, New York, **(Textile Fibers & Products);** John F. O'Connell, Washington, **(Alcoholic Bevs.);** William O'Connor, Gowanda, N.Y., **(Glue);** Charles F. Oddy, New York, **(Optical Equipment);** Richard B. O'Keefe, Peabody, Mass., **(Leather Workers);** Kurt Orban, Jersey City, **(Steel Mill Products & Machine Tools);** and Samuel J. Orr, Holyoke, Mass., **(Tobacco).**

Also Clarence D. Palmby, Washington, **(Feed Grains);** John D. Palmer, Washington, **(Tobacco);** C. W. Pennington, New York, **(Rubber Footwear);** George Perkel, New York, **(Textile Workers);** J. Stuart Perkins, Englewood Cliffs, N.J., **(Automobiles);** Norris E. Phillips, Olean, N.Y., **(Floor Covering);** Sanford L. Platt, Washington, **(Sugar);** Miss Edna Poyner, Washington, **(Consumer);** Roy Prewitt, Lonoke, Ark., **(Fish);** George L. Prichard, Washington, **(Fats & Oils);** and Bruce Rabison, New York, **(Textiles).**

Also Wiliam E. Reid, New York, **(Textiles);** Raymond R. Reter, Medford, Ore., **(Fruit & Vegetables);** Hans Rie, Amesbury, Mass., **(Hats & Hat Bodies);** Bernard Ring, New York, **(Cigarette Lighter);** F. Markoe Rivinus, Philadelphia, **(Pharmaceutical);** Jack K. Robey, Franklin, Ky., **(Tobacco);** Dr. Myles E. Robinson, Washington, **(Coal);** William N. Scanlan, Boston, **(Boot & Shoe);** Nicholas Schilling, New York, **(Steel);** F. J. Schlink, Washington, N.J., **(Publisher);** Leslie J. Schmidt, Washington, **(Beer);** and Walt Schrock, Prineville, Ore., **(Beef).**

Also Auguste Schwab, Jr., New York, **(Handkerchief);** W. J. Sears, Washington, **(Rubber);** Malcolm B. Seawell, Raleigh, N.C., **(Tobacco);** Joseph Shalom, New York, **(Handkerchief);** Thomas F. Shannon, Washington, **(Shoe Mfg.);** Belford A. Small, Chicago, **(Machine Tools);** Robert S. Small, Jr., Greenville, S.C., **(Textiles);** Dudley Smith, Washington, **(Sugar);** Milan D. Smith, Washington, **(Cannery);** Stuart H. Smith, Philadelphia, **(Anti-Friction Bearing);** and Frank B. Snodgrass, Washington, **(Tobacco).**

Also William F. Spengler, Toledo, Ohio, **(Glass Containers);** W. Glenn Stalker, Sacramento, Calif., **(Nuts);** Seabury Stanton, New Bedford, Mass., **(Textiles);** Jean Pierre Stern, New York, **(Lace & Embroidery);** Robert T. Stevens, New York, **(Textiles);** William E. Stevens, Jr., Lenoir, N.C., **(Furniture);** Eugene L. Stewart, Washington, **(Ammonia);** and **(Electronics);** William F. Sullivan, Boston, **(Wool);** Anthony J. Tarlock, San Mateo, Calif., **(Fruits & Vegetables, Wine);** Jay Taylor, Amarillo, Texas, **(Beef);** and Bernard J. Taymans, Washington, **(Printing).**

Also B. A. TePaske, Racine, Wis., **(Farm Equipment);** A. E. Thorpe, Santa Clara, Calif., **(Fruits & Vegetables);** Charles A. Tom, The Dalles, Ore., **(Wheat);** Harold O. Toor, New York, **(Shoe Mfrg.);** Richard G. Troop, Washington, **(Alcoholic Bev.);** C. R. Tulley, Portland, Ore., **(Fruit & Vegetables);** R. Bruce Wall, Philadelphia, **(Aluminum);** R. A. Ward, Portland, Ore., **(Filberts);** C. H. Wardwell, New Bedford, Mass., **(Screws, Nuts, Bolts);** J. Belton Warren, Washington, **(Glass);** and Sydney M. Washer, New York, **(Meat).**

Also Nat Weinberg, Detroit, **(Auto, Aerospace, Agriculture);** Morton Weiner, New York **(Textiles);** Abraham S. Weiss, Union City, N.J., **(Alcoholic Bev. & Wine);** Max S. Weissman, New York, **(Linens);** Robert J. Werner, Chicago, **(Abrasives);** Allen P. Wherry, Cleveland, **(Abrasive Grain, Cemented Carbide, Diamond Wheel, Grinding Wheel, Zirconium);** Edwin Wilkinson, New York, **(Wool);** Harold M. Williams, Chicago, **(Poultry);** and James Wishart, Chicago, **(Meat Cutters & Butchers).**

Also James E. Wolfe, Cincinnati, **(Brewery, Flour, Cereal, Soft Drink, Distillery);** Bernard Yezer, New York, **(Food Distributors);** Norman Zukowsky, New York, **(Leather, Plastics, Novelty);** Arnold Frankel, Flushing, N.Y., **(Chemicals);** and John B. Funkey, Baltimore, **(Glass Containers).**

Thomas G. Wyman appointed Asst. Sec. of Commerce

New head of Domestic and International Business

President Lyndon B. Johnson has announced the appointment of Thomas G. Wyman as Assistant Secretary of Commerce for Domestic and International Business.

Wyman has been serving under appointment by Secretary of Commerce Luther H. Hodges as Acting Assistant Secretary since Sept. 1. He joined the Department of Commerce in July 1963, as Deputy Assistant Secretary.

Before coming to Commerce, he was for 12 years executive officer and director of an international trading and financing organization with headquarters in New York City and with branch offices worldwide. He has also served as a director and officer of a number of companies engaged in the manufacture of lighting fixtures, precision cutting tools, building materials, automobile accessories, and in real estate operations. He is active in dairy farming and broiler producing operations in Easton, Maryland.

Wyman was educated in England, where he attended Cambridge University, and at Cornell University, Ithaca, New York. During World War II, he served as an officer with the U.S. Infantry in the Philippines and the Southwest Pacific.

NYU schedules lecture on U.S. overseas trade

"The International Aspect of American Business" will be the subject of the opening lecture in New York University's 1964 Moskowitz Lectures, to be given this month.

On Tuesday, Nov. 10, at 5:30 p.m., Dr. Marcus Nadler will deliver the opening lecture in Lassman Hall, School of Commerce Building, southeast corner of Washington Square, Manhattan.

Dr. Nadler, professor of finance in the Graduate School of Business Administration, is also research director of NYU's C. J. Devine Institute of Finance and consulting economist to the Manufacturers Hanover Trust Co.

For information, **contact:** Richard A. Kagan, NYU Office of Information Services, Washington Square Center, New York, N.Y. 10003.

Michigan company calls board meeting —in Switzerland

As usual, directors of The Dow Chemical Co. went their separate ways last weekend after the regular monthly board meeting. This time, though, all had farther to go to get home to Midland, Mich.

The November meeting was in Zurich, Switzerland, and was followed by a tour of a new Dow chemical complex under construction in The Netherlands.

Of last week's meeting, the first outside the United States, Board Chairman Carl A. Gerstacker said:

Growth abroad

"For the past few years international operations have been one of the fastest growing areas of our company. While overseas sales of Dow products date back to the company's early history, we are now significantly broadening the scope of international operations."

Gerstacker said meeting in Europe gave members of the 15-man board a chance "to become better acquainted with our operations there and with our neighbors and business associates in Europe. Equally important, we hope this will help our Europeans friends to know Dow better."

Dow Chemical International has European headquarters in Zurich.

Some members of the board were in Italy for business conferences scheduled before the board meeting. Others traveled from the United States and the groups joined in Zurich last Monday for a press luncheon and an evening reception for Swiss community leaders.

Meet, move

Board meetings were held Tuesday and Wednesday in the Zurich offices and in the downtown Dolder Hotel. The group then moved on to The Netherlands, touring the chemical complex at Terneuzen on Thursday and the Botlek area of Rotterdam—where Dow has plant facilities and a warehouse-shipping terminal—on Friday.

The Terneuzen complex, where several plants are nearing completion, will serve markets throughout Europe. It includes plants to produce organic oxides, glycols, glycol ethers for urethane foam, polystyrene and plastic foam insulation materials.

The land of the zither plays brisk trade tune

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

VIENNA—His Excellency Fritz Bock, the Austrian minister for trade, recently greeted a span of U.S. Government mace-bearers. His luncheon was at the Hotel Sacher, a Viennese tradition as much as an inn, where shades of the Hapsburgs turn in every hallway.

This is the land of the zither, a country so wrapped in music that after the last war the opera house was rebuilt before the business district.

Heavy red draperies, radiantly rich as a cardinal's mantelletta, hung from the high ceiling in the private rooms, where waiters served venison tender to the touch of a fork.

"The white wine is Austrian, but the red in French," Bock said. "Austrian rouge is not so delicate."

Bock is suave as Ringstrasse shops, and has been a member of the government for 13 years, a respected economist wherever diplomats meet, and one of a handful of men that guides and keeps healthy the lusty Austrian economy. For recreation he fishes in the Alps. Otherwise he works.

Gentle in manner, Bock heads a staff of 8000 in this country of 7 million people. His eyes are magnified by lenses that could have been traded from Yerkes Observatory, the right eyeglass bulging with double thickness. A visitor tried them and lost sight of his hand. But only his occulist, not his associates or newsmen, calls him nearsighted.

In this country, where one cannot drive the distance from Chicago to Louisville without leaving it, and where borders inch against Communism, half the exports go to the Common Market. Fifteen per cent is shipped to the seven countries of the European Free Trade Association. Another 15% goes to the Eastern bloc and 20% moves to the rest of the world.

The minister favors loosening trade barriers among all nations. Austria expects an out-of-town membership with the Common Market.

"We want to reduce tariffs as much as any country will reduce them with us," Bock said. "We are like the United States. You recreated Austria with Marshall Plan."

To participate in the New York World's Fair Austrian Day, Bock recently came to America. "My wife and I walked four days," he said. "We needed pedicures and foot treatment. We almost required psychiatric help.

"The Fair was worth what it cost. Austria is advertising its trade advantage and travel enjoyment. At Innsbruck, the winter Olympics exceeded expectations, except for one thing. There was no snow. This gave our vacationland, that for 40 years has been doused in deep soft ski covering, a pretty poor image. Army trucks carried it down from higher altitudes. But, brightly, the calamity saved clearing roads, which is costly.

"Sometime see our Vienna Fair. It bristles with products from East and West and opens an eye as long as the Danube between progress in both zones. Trade will eventually cause sway in politics, and we in commerce must help do it."

During 1939 Bock was a prisoner at Dachau. "I am glad," he now says. "At least I know how indescribably horrible such experience may be. On arrival, I began smoking for the first time. I stopped the day I was released and did not start again until the day I entered government." Bock grinned and took a bulldozer pull on a cigarette. "Perhaps reasons are similar."

Exporting not difficult process, says Air Express International; company among eight 'E' winners

Farm equipment, food products, lighting fixtures, seeds, among items sold abroad; Cleveland bank export conscious

Exporting is not difficult at all. It can be easy and profitable.

This is the story Air Express International has been driving home to businessmen for a good while. Its service concept is total—a single phone call assures the shipper of full handling, from pickup to delivery to customer.

AEI, with headquarters at John F. Kennedy International Airport, Jamaica, New York, has developed this and a number of other services—among them simplified rate structure, licensing, risk insurance and claims handling—to make exporting easier.

The company says it now records more than 4,000 sales service and trade contacts a month.

The Department of Commerce called AEI's efforts "significant contributions" to the U.S. export expansion drive. Thomas G. Wyman, Assistant Secretary of Commerce for Domestic and International Business, presented the shipping firm with the President's "E" award Oct. 28 in his office. Alvin B. Beck, president, accepted at the Washington ceremony.

Busy Oct. 28

It was a busy day for "E" awards. Three other companies were singled out by the Commerce Department for selling abroad.

The Big Dutchman Automatic Poultry Feeder Co., which manufactures automatic feeders, waterers, ventilators and egg-handling devices, began exporting in 1957. The Zeeland, Mich., firm's exports represented 11.7% of the total sales volume in 1963.

Since 1958, the company has established sales offices in the Netherlands, Switzerland, Germany, Italy, France, Spain, Canada, Mexico, the Philippines and Japan. It has participated in more than 14 U.S. trade fairs overseas and has shown its products in the Trade Center in Bangkok.

Roy L. Morgan, Director of the Office of Field Services, presented the award to Jack Dewitt, president, at the company plant.

The New Idea Farm Equipment Co. of Coldwater, Ohio, manufactures specialized farm machinery—such as a corn picker with row spacing adapted to European cultivation practices, and a five-foot size hay conditioner not manufactured in the United States.

Its export sales have increased 25% since 1961 and the firm ships overseas as much as 25% of the total output of certain products. Its sales abroad are made through direct distributorships, as well as by a combination export house in Mobile, Ala.

Daniel L. Goldy, National Export Expansion Council Coordinator, presented the award to Curry W. Stoup, president, at the American Legion Hall in Coldwater.

Allen V. Smith, Inc., of Skaneateles, N.Y., is a food processing company which, according to the Commerce Department's citation to the firm, "has substantially increased exports of dry beans, dry peas and lentils, through extensive market research . . ."

The firm's export sales for the first six months of this year represented 36.5% of the total sales volume.

Herbert W. Klotz, Assistant Secretary of Commerce for Administration, presented the award at the Hotel Syracuse in Syracuse to George T. Dudman, president.

Oct. 29 busy day

The following day was also an active one for "E" award presentations. There were three.

The Kenbert Arpag Co., of New York, N.Y., manufactures lighting fixtures for architectural applications. It recently sold, in one package, the entire lighting equipment for Liberia's new executive mansion.

In 1963, the company's exports represented 17% of the total sales.

Congressman Jacob H. Gilbert (D-N.Y.) presented the award at the Chemical Bank of New York to Ben R. Fogel, export manager.

The National City Bank of Cleveland received the "E" award for "increasing the substantial volume of exports" from the northeastern Ohio region.

"The bank's skill in developing international trading relationships has helped awaken the business community to the unlimited opportunities for additional sales and profits in world markets . . .," according to the citation.

Goldy presented the award to John F. Fangboner, president.

American Optical Co. of Southbridge, Mass., manufactures and distributes optical and safety products throughout the world and has opened new opthalmic prescription laboratories in 12 foreign capitals over the past five years.

The firm's total exports have increased more than 30% in three years. Its overseas sales of multifocal lenses have nearly doubled in the past four years.

Dr. J. Herbert Hollomon, Assistant Secretary of Commerce for Science and Technology, presented the award to E.

NEVER SAY EXPORTING is a difficult task, says Air Express International. A single phone call to their office is enough, the company declares, to handle the entire process of sending goods overseas.

ONE OF THE numerous services to exporters provided by Air Express International is its 'containerized' practice. Two employes at Kennedy International Airport are checking off the next outgoing export load.

Weldon Schumacher, president. The ceremony took place at the company plant.

On Oct. 30, the Spokane Seed Co. of Spokane, Wash., received an award for substantially raising its exports of dry peas and lentils "through resourcefulness in researching new strains to meet foreign tastes, constant quality consciousness, progressive market promotion and personal contact . . ."

The company, which employs about 30 people in the production and packaging of dry pea and lentil seed, developed a program of growing quality seeds for specific areas in the West Indies, Latin America and Europe. It then originated special packaging and brand names for the seed for each area.

Senator Warren G. Magnuson (D-Wash.) presented the award at the Davenport Hotel in Spokane to Patrick C. Johnstone, president and general manager.

Sugar monopoly to end

The Norwegian Government has announced that the system of joint importation of sugar through an import committee (introduced in 1939) will be terminated when existing stocks are exhausted, probably in the summer of 1965.

Furniture makers' 6-man trade mission

To study distribution systems, sell products in 4 countries

A trade mission organized by the Furniture Manufacturers Association in cooperation with the Department of Commerce left on November 3 to locate European distributors for U.S. products and to observe manufacturing techniques.

The group was briefed in Washington just before departure by foreign trade specialists from the Department's Bureau of International Commerce. They will review market conditions and the economic situation in Great Britain, France, Italy and the Federal Republic of Germany.

The mission will visit London, Dusseldorf, Frankfurt, Rome, Milan and Paris.

Members, who represent manufacturers of all styles of U.S. furniture, are:

Dave Brunn, vice president, Drexel Enterprises, Drexel, N.C.; Sidney Ladin, president, Sprague-Carlton, Keene, N.H.; William H. Maynard, president, Kent-Coffey Manufacturing Co., Lenoir, N.C.; Gregory Parker, president, Lewisburg Division, General Interiors Corp., Lewisburg, Pa.; John M. Snow, executive vice president, National Association of Furniture Manufacturers, Chicago; and William E. Stevens, Jr., vice president, Broyhill Furniture Factories, Lenoir, N.C.

Each member is paying his own expenses, and will represent his own company as well as the industry.

According to the director, Mr. Stevens, the Mission seeks to gain a thorough knowledge of European systems of distribution; to sell products directly or through local representatives; and in a few instances, to discuss joint-venture possibilities.

New enthusiasm

The Mission goes to Europe as new enthusiasm is developing on the Continent for American furniture. U.S. furniture exports to Western Europe in the first half of 1964 were almost equal to total exports to that area for 1963.

Germany offers the strongest potential furniture market, according to recent BIC analyses, and styling developments in the U.S. furniture industry place it in a position to gain German acceptance.

The United States has not held a significant part of the U.K. furniture market, but the picture is changing. Immediate prospects are clouded by the current British emergency measures but long-range sales prospects are considered bright. In France and Italy, where the largest number of furniture manufacturers are small or handicraft units, the mission will have an excellent opportunity to observe other methods of furniture manufacture.

The Furniture Manufacturers is the thirteenth mission to qualify under the Commerce Department's criteria for industry-organized Government-approved missions, since the program began in November 1962.

METALLIC DEVICES

Constructor of various metallic devices such as stainless steel furniture, apparatus for kitchens, institutional use, laundry rooms, also sterilizers, autoclaves, other items for canning plants, dairies, cheese factories seeks licensing rights to manufacture in France devices, apparatus for food, canning industry, for processors of specialty meat products, for laboratories, hospitals, as well as for handling of chemicals.

Write: Bouriaud Freres & Cie, S.A.R.L., 36 Route de Roche-Maurice, Nantes (Loire Atlantique), France.

GLOBALLY ORIENTED EXECUTIVES meeting at Southern Methodist University hear talk by Albert L. Lang, chairman, Regional Export Expansion Council, Dallas.

WORLD TRADE WEEK CELEBRATED

Dallas all-out for trade

Many commercial and civic organizations join in observances pushing exports

A fast and furious pace was maintained throughout the recent World Trade Week observances in Dallas, with some 2,500 to 3,000 persons participating in events sponsored by "Big D's" Chamber of Commerce, Southern Methodist University, the U.S. Department of Commerce field office, and at least a dozen trade and civic organizations.

The U.S. export program is being accelerated to an impressive degree, but we have not by any means pushed the gas pedal to the floor, two of the leading speakers indicated.

Peter T. Jones, deputy to Secretary of Commerce Luther H. Hodges, keynoted the opening conference at Southern Methodist University by pointing out that U.S. overseas markets "can be communicated with at the speed of light, and the shipments of goods can move at the speed of sound."

Davenport or Dusseldorf

Broadened economic horizons are essential, he said, to sustain the current prosperity marked by record-breaking advances in personal income and corporate profits. "And it makes no difference," he emphasized, "if the market is Davenport or Dusseldorf—the economic effect is the same."

That evening in the Grand Courtyard of the Dallas Trade Mart, banquet speaker George S. Moore reported to an audience of 500 that recent world-wide travels had convinced him of the basic strength of our economy. Moore, president of the First National City Bank of New York, observed:

"To increase our trade surplus, many more American firms will have to get into the business of export selling. At the same time, those companies already active in the field must step up their efforts to sell abroad."

In an interview, Jones cited signs of progress:

► Twenty thousand or more U.S. manufacturing firms today participate in international trade, compared with the 1960 figure of some 10,000 out of the 300,000 total of manufacturing firms.

► U.S. farm and factory jobs dependent upon exports today number close to 4 million, compared with some 3 million in 1960.

► Exports in 1964 are expected to amount to about $25 billion, compared to $20 billion four years ago.

The deputy secretary told them:

"Private enterprise in cooperation with government has brought about a phenomenal 25%, $5 billion increase in Amer-

RISING TO THE OCCASION as "Big D" celebrates World Trade Week are (l. to r.) Gen. Robert J. Smith of Dallas Chamber of Commerce, Harold F. Linder of Export-Import Bank, Mrs. Ada Wrigley of U.S. Commerce Department's International Finance Div., and Peter T. Jones, deputy to Secretary of Commerce.

TEXAS HAT and honorary Dallas citizenship are given George S. Moore, speaker at banquet in Trade Mart. Moore is a New York banker.

ica's sale of goods abroad in four short years," he summed up.

Continued confidence about tomorrow, the Department of Commerce spokesman observed, hinges on sustained operation of the forces that have made these results possible—"first, booming overseas markets . . ., second, continuous prosperity without inflation here at home, . . . the lowering of trade barriers around the world . . . and, finally, the absence of war, the slow easing of tensions between nations and the careful building toward a peaceful world with justice and freedom. . . ."

Prospects for sustained progress along these lines are good, Jones held, citing a variety of favorable signs.

Among them were the continuing rise in purchasing power and demand for American goods abroad, an expected further boost in U.S. gross national product, the intensive Commerce Department-backed drive for modernization of U.S. industry, and increasing cooperation among management, labor and government to assure maintenance of a favorable business climate of confidence.

During the World Trade Week observances, Jones presented Department of Commerce citations to the Burk Division of the Brunswick Corp., the Lone Star Boat Co., Continental Trailways and Braniff International Airways for their participation in Department-sponsored trade fair programs.

Eximbank's role

Harold F. Linder, president, Export-Import Bank of Washington, awarded citations to Dallas firms which played host to foreign businessmen visiting the city under auspices of the Agency for International Development. Linder spoke to a luncheon gathering in Southern Methodist University's Umphrey Lee Student Center, describing Eximbank's role in strengthening U.S. export trade.

Speakers representing other countries included Danish Ambassador Kunth-Winterfeldt, French Consul General Yves Rodrigues, British Consul General Charles Peter Hope, Belgian Consul General George Elliott and Italian Trade Commissioner Ettore Scampicchio.

Panels

A variety of panel sessions ranged over leading topics which included top management problems in planning and controlling foreign operations, international marketing programming, opportunities and pitfalls in foreign investments and real estate, changing trade policies and international business financial procedures, socio-economic aspects of insurance, financing international trade, and education for international business.

Des Moines will be the site of Iowa's first big export expansion conference Nov. 20

Discussion topics, arranged in four categories, will cover such matters as world market research, transporting the goods and collecting the bill; Governor Harold Hughes, Export Coordinator Goldy, others to speak.

Businessmen from all points in the State of Iowa will converge on Des Moines Nov. 20 for the Iowa Governor's Conference on World Trade, the first major export-expansion program for Hawkeyes.

The all-day meeting, which also is the first big project of the recently established Des Moines Field Office of the U.S. Department of Commerce, is expected to attract 250 persons.

Conference topics will be arranged in four categories—"Researching World Markets," "Transporting the Goods," "Insuring Against Loss" and "Getting Paid and Financing." There will be hour-long panel discussions plus question-and-answer sessions on each.

Daniel L. Goldy, national export export expansion co-ordinator, will address a conference luncheon. Other conference speakers will be Iowa Gov. Harold Hughes and Marvin Schmidt, vice president of John Deere Co. and chairman of the Iowa Development Commission.

Conference sponsors

Schmidt will be general chairman of the conference, which is under the auspices of the Iowa Development Commission, the Iowa Manufacturers Association, the Greater Des Moines Chamber of Commerce and the U.S. Department of Commerce.

Jerome Wolf, president of the Des Moines Chamber and head of Wolf's women's store, will preside at the luncheon. Sessions will be in the Savery Hotel.

Panelists will appear as follows:

"Researching World Markets"—All speakers represent firms which have won "E"-for-export awards. They are George C. Foerstner, president of Amana Refrigeration, Amana, Iowa; Lester Kellogg, Deere & Co., Moline, Ill., and Henry Wallace, Hy-Line Poultry Co., Des Moines. Moderator will be Raymond Eveland, director of the new Des Moines Field Office.

"Transporting the Goods"—Anthony Blanco, Container Transport International, Chicago; Dave Howland, manager of the Port of New York Authority's trade-development office in Chicago, and Mack J. Miller, manager of the Chicago office of Universal Transcontinental Corp. Moderator will be Chester Good, manager of the Des Moines Chamber's transportation bureau.

"Insuring Against Loss"—Chief speaker will be Matthew S. Ruddy of the Foreign Credit Insurance Association, New York, assisted by Gordon Fennell, Cedar Rapids, Iowa, exports manager. Moderator will be Richard Russell, Cedar Rapids insurance broker.

"Getting Paid and Financing"—Chief speaker will be James S. Bush, president of Northwest International Bank, New York, assisted by Grant Wilsey, Viking Pump Co., Cedar Falls, Iowa, and Richard Lassar, Chicago regional director of the Small Business Administration.

Singapore's Development Plan termed success as final year begins

Plan aimed primarily at fostering private economic growth; major factor in offsetting losses from Indonesian trade boycott

The Government of Singapore has recently published a review of the first three years of Singapore's initial Four-Year Development Plan, and credits its success with being the chief factor in cushioning the economy against the effects of Indonesia's trade boycott. (1961-64). At the present time, the four areas comprising Malaysia (Malaya, Singapore, Sabah and Sarawak) have separate development plans; with a Malaysia-wide plan to be introduced in 1966.

The Singapore Government reasserted that the objectives of the Plan were to increase income at a rate adequate at least to match the growth in population and to expand employment opportunities. In the conditions of the Singapore free economy, the Plan was limited to generating and fostering private economic development by Government investment in some basic sectors, and to develop facilities to support industrialization. There was no attempt to regulate, canalize, or control investment in the private sector, and the impact of the Plan on the economy was to be the combined effect of activities in the public and private sectors.

The goals for development expenditure for the four years have been increased from $290.3 million to $351.8 million, or 21%; but expenditures in the first three years (1961-63) actually fell about 26% short of original estimates. Programs in which estimates were ahead of expenditures were the Jurong Industrial Estate, electric power production and public housing. The principal shortfalls in the Economic Development Sector included the Kallang land reclamation and redevelopment project and the water supply schemes. In both cases, restudies resulted in revision of original plans, but work has gone ahead on both projects during 1964.

Income growth

In the period 1960-63, the national income of Singapore rose from $673 million to $877 million, or by 30%; compared with a population growth of 8%, to 1.8 million. The per capita Singapore national income rose from $412 to $477, the highest in Southeast Asia.

Other significant economic progress has been the doubling of gross domestic capital formation from $46 to $92 million, the increase in Government revenues from $104 million to $158 million, and the increase in electricity production from 659 million KWH to 823 million KWH.

Most important

The success of the Singapore Economic Development Plan has been perhaps the most important single factor in meeting the economic losses resulting from the termination of commercial relations with Indonesia. By the end of 1963, the foundation for Singapore's industrialization had been so firmly established, and public works and public housing projects were so well advanced, that employment and income losses resulting from curtailed business with Indonesia could be readily absorbed without serious damage to the economy.

Israeli trade gap

Israel's imports for the period January through August 1964 totaled $551 million, while exports were $240 million, leaving a trade deficit of $311 million. Imports during this period were 30% higher than during the same period in 1963, while exports continued at the same level.

Foreign exchange reserves declined by $20 million during August. Although a seasonal decline in exchange reserves can be expected during the summer months, this year's decline was more than usual as reserves fell to $552.7 million at the end of August from $594 million on May 31. Reserves were up considerably, however, over the August 31, 1963 level of $517 million.

Krupp to market new prefab homes in Rhineland area

Models to be introduced in spring; use 'synthetic-resin concrete'

The Fried. Krupp enterprise of Essen, Germany has announced that it will market prefabricated houses in the spring of 1965. The company has developed a light, strong, "synthetic-resin concrete" out of which the walls of the houses will be manufactured. It will combine these elements in a variety of ways so as to give the buyer some choice of arrangement and size of the rooms.

The standard house will provide about 1,300 square feet of living space, with a basement and a two-car garage. It will sell for about $25,000 and the price will include all construction costs of the basement and house, as well as the kitchen, bathroom and heating equipment. Many built-in furniture, closet and cabinet features are also included.

Three other basic sizes of house providing net living space of 1,000 to 1,400 square feet will also be offered.

The houses will be introduced in the North Rhine-Westphalia area, but sales at locations more distant from the company's prefab plant at Essen appear possible due to the relative low weight of the materials. The components of the houses weigh about 11 to 12 metric tons, exclusive of the basement materials. Production of about 200 houses in 1965 is planned.

Information on construction in Germany and the possibilities for exporting building supplies and products to that country is contained in the supplement to the April 28 issue of INTERNATIONAL COMMERCE titled "Export to Germany." The reports of the members of the U.S. Building Supplies and Equipment Mission to Germany in February/March of this year are included in this supplement, along with many export leads and sources of further information for U.S. businessman.

Copies may be obtained for 25 cents apiece from the Department of Commerce's Sales and Distribution Section, Rm. 2119, U.S. Dept. of Commerce, Washington, D.C. 20230.

Oil boosts Libyan economy to new highs as U.S. becomes top import supplier

Building of nation's longest pipeline should keep boom going; new rule places Government purchases under Central Tenders Board

Libya's soaring oil industry continues to rewrite the Mediterranean country's economic record book, and the expansive effects are reflected in projected all-time highs in both expenditures and revenues for the Government's 1964-65 budget. Generally bullish indicators point to still more growth in the immediate future.

The construction of Libya's longest pipeline, which is to begin shortly, should serve as a further stimulus to the already booming economy.

Domestic business activity remains at a high level, with boosts to the construction industry from several new tenders issued under the Five-Year Development Plan. Of particular interest to U.S. contractors and suppliers was the promulgation in April of new regulations for tenders, which placed virtually all important Government purchases in the hands of the Central Tenders Board.

The Government also established the qualifications required of consulting engineers working on development projects, and specified that professional firms would be hired directly on the basis of their qualifications rather than through local agents.

The Libyan House of Representatives recently passed the long expected income tax law. It applies a simple form of progressive taxation by stipulating a total exemption for incomes under $1,000 a year, a 4% tax rate from that level to $2,000, and an 8% rate on all incomes above $2,000.

New oil terminal

The major recent development in oil, Libya's most important industrial sector, was the formal approval granted to British Petroleum and Nelson Bunker Hunt for construction of a new oil terminal at Tobruk. A 357-mile pipeline will be built from the BP/Bunker Hunt oilfield south of the Calenshio sand sea to the terminal. The projected line will represent, with related installations, an investment of over $80 million. Construction is scheduled to begin later this year and the system should be completed and carrying at least 10,000 barrels a day by 1966.

Other industrial news reflects Libya's determination to diversify an economy increasingly focused on the production of crude oil. Planning continued on several industrial projects, with the award of design contracts for a 10,000 ton per year cement plant for the Homs area and a $7 million sugar refinery to be built near Tropoli. A canning factory in the desert oasis of Dirj is close to completion and a modern bottling plant, under license from the Pepsi Cola Company, has just opened in Benghazi.

The fishing industry continues to occupy the attention of the Libyan Government. Plans have been drawn up for new cold storage, canning, and marketing facilities for the Libyan catch and tenders are being considered for the purchase of an additional 33 vessels for Libya's fishing fleet.

Predictions of a disastrous crop year for Cyrenaican cereals have been borne out. The Government imported substantial quantities of animal fodder to keep the cattle alive, but some decline in the animal population is expected. In Tripolitania Province, however, crops have been generally satisfactory, and country wide citrus and olive production is expected to be good.

U.S. takes lead

Libyan trade figures show that the U.S. took the lead from Italy as Libya's largest supplier during the first three months of the year. U.S. sales during this period totaled almost $14 million and consisted largely of machinery, transport equipment, and wheat.

Total Libyan imports were $69.2 million for the first quarter of 1964. Exports, mainly petroleum, reached $150 million, an increase of $84 million over the corresponding period in 1963. Principal buyers of Libyan oil are West Germany, the U.K., Italy, and France.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Aid program makes U.S. top import supplier to Laos

Increased United States assistance following the formation of the coalition government in July 1962 and the implementation of the U.S. Import Program (USIP) at the beginning of 1963, have resulted in a sharp rise of U.S. exports to Laos.

Laos' imports from the United States grew from $3.2 million in 1962 to $7.4 million in 1963 and still further to $5 million for the first half of this year. These increases raised the U.S. share of the market from 13% in 1962 to 25% the following year, making the United States the second largest exporter to Laos. Moreover, in the last quarter of 1963, when imports from the United States under USIP started to arrive in large quantities, the U.S. became the largest supplier, with its products representing a market share of 37%. The U.S. market share for January-June 1964 is not yet available.

Under USIP, milk, flour, tobacco, rubber products, pharmaceuticals, and trucks and jeeps can be imported only from the United States. In the case of trucks and jeeps, USIP successfully provided badly needed commodities in Laos. The importation of these vehicles from the United States, for example, increased more than nine times between the last quarter of 1962 and the last quarter of 1963. Prospects remain good for further U.S. gains during the current year.

Norway proposes increase in general turnover tax

The Norwegian Government has submitted a request to the Parliament to increase the General Turnover Tax from 10 to 12% effective last November 1. This request was submitted in the Government's 1965 fiscal budget.

HYDRAULIC PRESSES, EXTRUDING MACHINES

Medium-sized company manufacturing brush making machinery seeks to expand activities and wishes to work under licensing agreement for U.S. manufacturer of hydraulic presses, extruding machines, or machinery for construction industry.

Write: G. B. Boucherie n.v., 116 Stuivenbergstraat Isegem, Belgium.

Medical equipment exhibition in Milan draws good crowds

'Quality attendance' reported at week-long Trade Center show

"In terms of professional interest and quality of attendance, the advanced medical equipment show was the most successful of any show yet staged at the (Milan) Trade Center."

This is the way the U.S. Consulate General in Milan summed up the Sept. 9-16 show. Thirty-two American exhibitors representing 51 U.S. manufacturers participated.

Orders booked at the show amounted to $52,950. An additional $105,000 was under negotiation when the exhibition ended, and 21 exhibitors predicted $1.5 worth of business within one year because of the show.

A total of 25 new distributor and dealer appointments were made by firms both old and new to the market. An additional eight arrangements were being negotiated at show's end. Total attendance was 1,490, including over 500 doctors.

Guatemalans see electronic teaching aids, labor-saving machines for farm, factory

'Education for Progress' theme of Nov. 7-22 exhibition developed by Bureau of International Commerce; local teachers explain aids

Electronic teaching aids for classrooms, and labor-saving machines for factories and farms, are being demonstrated at the U.S. national exhibition in Guatemala City, Guatemala.

The show opened Nov. 7 and is scheduled to close Nov. 22.

"Education for Progress" is the theme of the exhibition developed by the Commerce Department's Bureau of International Commerce. The presentation reflects the social, cultural and economic progress of the United States and its desire to exchange ideas, goods, techniques and skills.

Dr. Helen L. Merrill, dean of women and professor of education at Jacksonville University, Jacksonville, Fla., is representing the United States.

Latest devices

Visitors to the show are seeing a classroom with the latest audio-visual devices. Experienced local teachers are conducting classes at the elementary and secondary levels, and night classes for adults, to explain the many schoolroom teaching aids now available.

Bilingual students, hired and trained at the exhibition, are showing industrial and agricultural machinery and equipment furnished by leading U.S. manufacturers and suppliers.

Myron E. Lewis, Jr., professor of industrial arts at State University College in Buffalo, N.Y., is supervising the operations of the handicrafts section. Guatemalan craftsmen are demonstrating U.S. equipment for weaving, silk-screen printing, leather-working, copper enameling, and pottery making.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Sporting goods show at Center in Tokyo brings good sales, exhibitors' praises

Orders booked at the Sept. 29-Oct. 16 sporting goods show at the Tokyo Trade Center totaled $419,859.

Projected sales should total almost $700,000, according to the U.S. Embassy in Tokyo. Thirty-two American firms participated in the show, 13 of them new to the Japanese market.

Comments from U.S. exhibitors and Japanese agents of American firms were enthusiastic.

Kiyoshi Goto, owner of Ebisu-do Sporting Goods Store in Osaka, said he learned of the show from trade papers "and was happy to have the opportunity" to visit the exhibit.

"I was particularly interested in the baseball equipment because of the widespread interest in baseball in Japan," he said. He added that he "would have liked to see equipment by more than one exhibitor in this field." He called the show "most colorful" and said the design was "certainly attractive."

Paul R. Svanberg, sales manager of the Sportsman's Golf Corp., said this was his firm's "first attempt in the Japanese market, and a conservative estimate indicates a sales potential of $100,000 over the next 12-month period."

He said the facilities—space, layout, and art design—"were beyond any expectations." The Trade Center, he added, "is to be highly complimented."

Albin M. Freeland, president of Freeland's Scope Stands, Inc., said his company now has "four or five new accounts in Japan and at least 10 in other Eastern Asian countries" because of the show. He said it is hard to project sales increases on the Japanese market because of restrictions, "but we feel at least a 200% increase in military sales."

Sales at show in Bangkok total more than $200,000

Sales at the Aug. 19-Sept. 11 air conditioning and refrigeration show at the Bangkok Trade Center totaled $200,428. Projected sales for the next 12 months are estimated at $2.5 million.

Twenty Bangkok firms represented 29 U.S. manufacturers at the show. Visitors totaled 4,000.

Arab Petroleum Congress to take place in Cairo

The 5th Arab Petroleum Congress will be held in Cairo March 16-23, 1965. U.S. manufacturers of equipment related to the production and refinement of petroleum are invited to exhibit.

Write: U.S. Embassy, Cairo, United Arab Republic.

Teaching aids at Frankfurt

Almost 2,500 dealers and industrial trainers were attracted to the U.S. Trade Center in Frankfurt Oct. 14-21 to see the display of advanced teaching and industrial training aids.

The demonstration included the products of 47 leading American manufacturers, some of which are seen on these two pages.

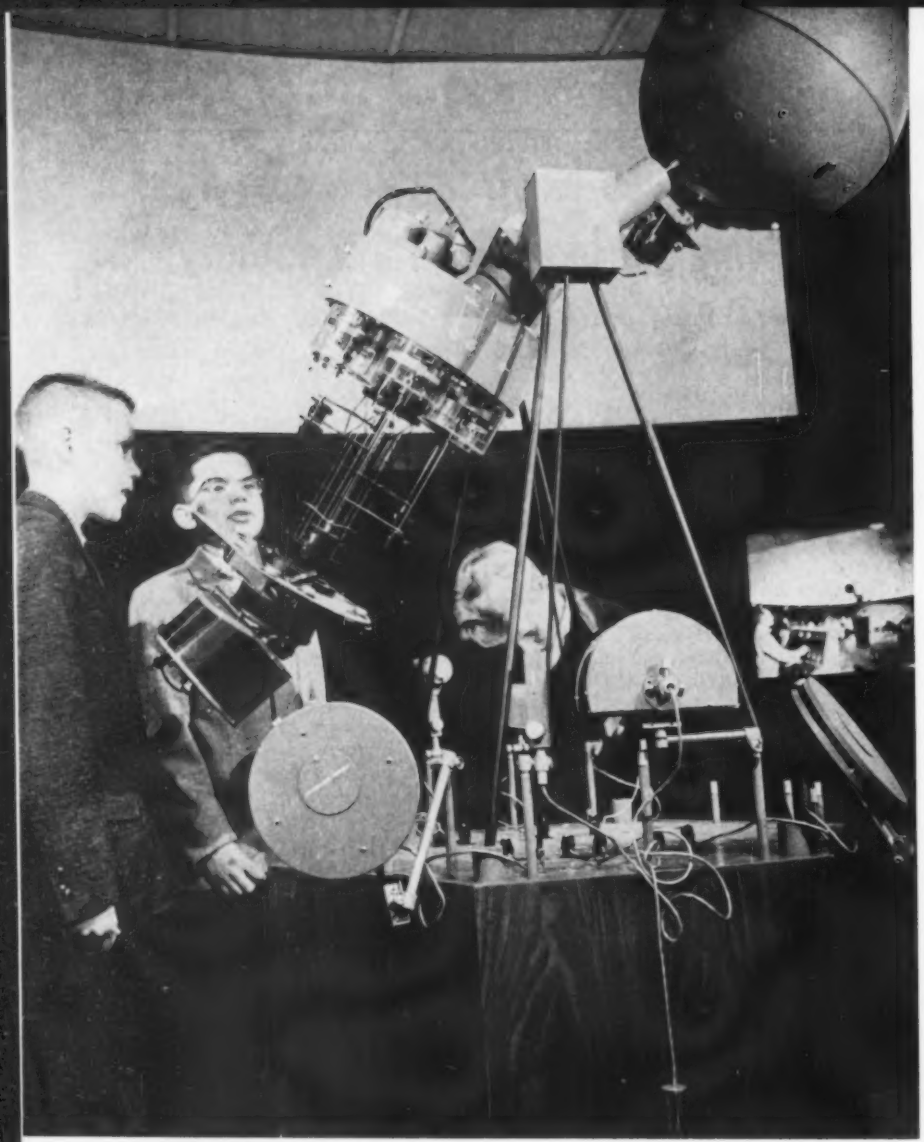
The teaching machines and programmed instruction attracted major attention. German and American experts received groups of visitors and explained the principles involved in the machines and instruction.

Seminars

Supplementing the week-long show were seminars at the Amerika Haus in Frankfurt. These, spread out over three days, were attended by over 600 leading industrial trainers and teachers who learned how advanced American training aids could increase the efficiency of their efforts.

Exhibitors of teaching machines gladly noted the interest in translating and adapting their programs to German conditions —a pre-requisite to quantity sales, according to the Trade Center.

Substantial immediate sales were registered by those displaying products such as overhead projectors, electronic microscopes, electronic trainers and rear-view projectors where language was not a factor.



BUDDING GERMAN astronomers gaze at the construction of the Spitz Laboratories Inc. star projector.

HIGH SCHOOL teachers learn from Miss Hokanson how the Edu-Tronics Inc. language trainer works.

TEACHERS, MILITARY instructors were drawn to the training aids show.

CONCEPT OF programmed teaching resulted in throng of visitors.

TECHNICIAN IN protective clothing and offset printing machine win admiration.

Netherlands Antilles becomes associated member of EEC

Special oil protocol effected regulating petroleum imports into member countries

The Convention making the Netherlands Antilles (Aruba, Bonaire, Curacao, Saba, St. Eustatius and the southern part of St. Martin) an associated member of the European Economic Community and a special oil protocol to the Treaty of Rome regulating Antilles petroleum products imported into the EEC is now in effect.

Dating from last Oct. 1, the system of association laid down in Part IV of the Treaty of Rome and its implementing regulations will apply to the Netherlands Antilles. The area will be included in a trading system that permits the associated territory to retain wide tariff autonomy vis-a-vis the EEC Member States and third countries, while the EEC Member States are committed to extend to the associated area the benefits of the gradual reduction of intra-EEC trade barriers. The Antilles at present have a liberal commercial policy with a low duty rate on most imports.

Under the agreement the Antilles is also eligible to receive financial aid from the European Development Fund and the European Investment Bank for economic and social investments.

Negotiations leading up to this agreement involved an attempt to solve the problem of associating the Antilles with the EEC in such a way as to avoid an "excessive" expansion of imports into the EEC of intermediate and final petroleum products from the area.

Compromise made

A compromise solution has been effected in a special oil protocol to the EEC Treaty which provides for the import of petroleum products refined in the Antilles into the EEC Member States under certain tariff preferences and, at the same time, establishes a system of safeguards which can be initiated at either the Community or Member State level.

At the Community level there is an automatic safeguard which allows one or more Member States to impose duties (up to the rates levied in regard to third countries) on Antilles petroleum product imports, if such imports into the EEC exceed 2 million tons per year.

The Commission, on its own initiative or at the request of a Member State, can decide that Antilles petroleum imports are threatening the markets of the Member States concerned and impose the CXT duties. The Commission decisions in this case are subject to Council of Ministers review at the request of any Member State and may be amended or invalidated by qualified majority vote.

An individual Member State may also impose duties if it decides its markets are threatened by the import of Antilles petroleum products, but its action is subject to Commission, and in some cases, Council review. However, an individual Member State may impose duties automatically if its annual imports of these products exceed the following levels:

Germany, 625,000 tons; Belgium-Luxembourg, 200,000 tons; France, 75,000 tons; Italy, 100,000 tons; and Netherlands, 1,000,000 tons.

Priority given

Another provision of the oil protocol is that if the Community decides to impose quotas on imports of petroleum products from third countries, it may also apply them against Antilles products; however, Antilles products would be given priority access over that enjoyed by third country products.

This protocol is a provisional regulation pending Community decisions on: a common commercial policy, a common energy policy and a common definition of origin of petroleum products.

For a copy of the text of the convention and the protocol in French, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Pear restrictions lifted

The Swedish Government has announced seasonal import restrictions on fresh pears will be removed effective November 30 through June 30, 1965.

Iraq sets policy on drug monopoly

The General Drugs & Chemical Imports and Distribution Company of Iraq has announced that scientific centers are not regarded as commercial enterprises, but simply as offices set up by drug companies for the promotion of the products imported by the monopoly.

As such, scientific centers require only the approval of the drug monopoly prior to initiating their promotional activities. Former distributors of drug companies may be employed to manage scientific centers.

The drug monopoly also will authorize for importation drug samples valued at 10% of a drug company's 1963 sales in Iraq and possibly a larger percentage of samples of new drug products.

The monopoly plans to broaden its distribution facilities by eventually setting up six or seven distribution centers in Baghdad and a distribution center in each of the provinces. Several former drug distributors in Baghdad have been appointed as wholesalers by the monopoly and receive a 3% commission on sales.

The monopoly has for the second time issued lists of wholesale and retail price lists, which reflect a 10% reduction on prices that were in effect prior to the nationalization of the drug business.

For copies of these lists, **Write:** Chemicals and Allied Products Division, BDSA (6260), Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3394).

New Zealand prohibits entry of timber with bark

Inspection of sawn timber and wood packing materials entering New Zealand has disclosed that in recent years more than 250 species of wood and bark boring insects were reported.

To prevent continued entry of wood destroying insects, the New Zealand Government has decided to issue regulations to become effective January, 1965, prohibiting entry of timber and wood packing materials having bark attached.

Notice of the intention of these regulations is given so that exporters will be aware of the prohibition and take the necessary action to ensure that all timber or packing materials to arrive on or after January 1, 1965, are free of bark.

European Investment Bank helps finance 8 projects in Southern Italy and Sardinia

The European Investment Bank has concluded loan agreements with the Cassa per il Mezzogiorno for financing eight industrial projects, seven in the southern part of Italy and one in Sardinia.

The projects financed concern:

- The exploitation of a bed of fluorite and barytes at Fluminimaggiore (Cagliari province, Sardinia) with an annual extraction and treatment capacity of 75,000 tons of raw ore. The project will be carried out by Sarramin-Sarrabus Mineraria S.p.A., of Cagliari. Fixed investments amount to $1.39 million, toward which the Bank will contribute $400,000.
- The construction of a factory at Manfredonia (Apulia) which will produce 4,800 tons of monosodic glutaminate per year for the food industry. The project will be carried out by Ajinomoto-Insud S.p.A., of Rome, capitalized by Ajinomoto Company, Inc., of Tokyo, and Insud—Nuove Iniziative per il Sud S.p.A.-, of Rome. Fixed investments are estimated at $7.92 million, toward which the Bank will contribute $2.8 million.
- The construction of a crepe paper factory, with an annual production of 9,000 tons, at Benevento (Campania). The project will be undertaken by Industrie Soavex S.p.A., a company belonging to a Canadian group specializing in newsprint and crepe paper production. Fixed investments are estimated at $4.38 million, toward which the Bank will lend $1.76 million.
- The enlargement of a factory at Naples, designed to supply the necessary raw materials for the Interfan S.p.A. cellophane factory, toward which the Bank has already granted a loan. The project will be carried out by Compagnia Industriale Societa per Azioni per le Produzioni Viscosa (CISA Viscosa) of Rome. Fixed investments are estimated at $2.48 million, toward which the Bank will lend $800,000.
- The enlargement of a ceramics factory—principally of the tile production division—at Salerno (Campania). The project will be undertaken by S.p.A. Ceramica Matteo D'Agostino & C., of Salerno. Fixed investments are estimated at $1.5 million, toward which the Bank will lend $560,000.
- The construction of a brewery at Bari (Apulia). The project will be carried out by S.p.A. Birra Peroni Adriatica of Bari. Fixed investments are estimated at $9.52 million, toward which the Bank will lend $1.44 million.
- The enlargement of a men's shirt factory at Chieti-Scalo (Chieti province), from an annual capacity of 6 to 12 million shirts. The project will be carried out by Marvin Gelber S.p.A., of Chieti, which belongs to the German Schulte & Dieckhoff group. Fixed investments amount to $1.12 million, toward which the Bank will lend $440,000.
- The extension and modernization of a cement-works at Naples-Bagnoli. The project is to be realized by Cementerie del Tirreno S.p.A., (Cementir) of Rome. It is planned that annual production will be raised from one million tons to 1.25 million tons of cement. Fixed investments attain $2.56 million, toward which the Bank will lend $960,000.

Norwegian Parliament gets record budget proposals

The Norwegian Minister of Finance has submitted to the Parliament a fiscal budget for 1965 calling for expenditures totaling $1.6 billion.

This budget expenditure is nearly 13% greater than the total expenditure approved by the Parliament for 1964. Total estimated revenues are placed at $1.5 billion. To balance this budget, the Norwegian Government will have to raise loans to a value of $197 million.

The largest expenditure item in the budget is for national defense—$268 million. Other significant expenditure items in the budget are: $169 million for the Social Affairs Ministry, $141 million for the Communications Ministry.

The main sources of revenue listed in the proposed budget are: the General Turnover tax—$535 million, tax on capital and income—$290 million, tax on motor vehicles—$137 million, tax on alcoholic beverages—$93 million, customs—$70.5 million and tax on tobacco products—$55 million.

EEC official indicates Community growth of GNP in 1964 to exceed earlier forecast

A European Economic Community Official has indicated that Community growth of GNP in real terms would be higher than had been forecast early in 1964.

Robert Marjolin, Vice President of the EEC Commission, told the European Parliament that in all member countries except in Italy gross national product is expected to outstrip earlier forecasts ,and will put the Community growth rate nearer 5.5% than the predicted 4.5%.

It is estimated that industrial production in the Community will also show a larger increase than expected—7% rather than the predicted 6% gain. This continuing growth of output indicates that the fear that current Member State stabilization policies might arrest expansion was unfounded.

The EEC Council of Ministers in April of this year recommended to the member states that they undertake certain measures in an attempt to restore internal and external balance in the Community. (INTERNATIONAL COMMERCE, May 18, 1964).

Marjolin pointed out that rising prices and production costs were still a problem, but that the external trade situation had improved, and output was increasing. The spread of inflation has been cut down by some improvement in the external trading situation. The growth rate of French and Italian purchases from other EEC members has declined, and expansion of German exports has slowed down somewhat.

Though inflationary pressures have been reduced in France, they are still rising in Luxembourg and Belgium, and the stabilization program has still to be successful in the Netherlands. The problem is complex in Italy where a restrictive credit policy has produced deflationary trends in some sectors while inflation continues in many other areas of the Italian economy.

Marjolin stressed the continuing need to pursue stabilization programs in the coming months, since targets for 1964 are far from being attained in most member states.

Costa Rica revises commercial code

The Commercial Code of Costa Rica has been revised in regard to fraud and deceit practised upon rightful owners of mortgaged personal property.

In another measure, the prescribed period for the commencement of actions involving ordinary mortgages will revert to the period of 10 years. This reinstates a former statute of limitations.

A tax has been established on prizes, gifts or on compensation offered by manufacturers to the public, whether directly, or through agents in order to stimulate buyers' interest.

The tax amounts to 10 times the value of the prizes or gifts, and is payable in advance to the Director General of Direct Taxation. A stamp evidencing payment of the tax will be affixed to the property, certificate or coupon involved in the transaction. Exempt from the tax are prizes, gifts and compensation having a retail sales value of not more than 5% of the article whose consumption is promoted.

Among additional exemptions from the tax are distributions of free samples of medical and pharmaceutical products, gifts to charitable or educational institutions, calendars produced in the country and distributed as a service to customers.

For a copy of the above legislation on loan in Spanish, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Peru regulates employment of foreign technicians

The Government of Peru has issued further regulations on employment of foreign technicians in Peru.

Firms now may obtain special authorization to hire foreign technicians over and above the quota and special exceptions already established by law. Before authorization is granted, a firm must pay the Employment and Manpower Service (Servicio del Empleo y Recursos Humanos) to run a one day advertisement for qualified technicians in the official newspaper "El Peruano" and in another paper of sizeable circulation.

If not enough Peruvians apply for the advertised positions, the minister of Labor and Indigenous Affairs will waive quota restrictions to permit the hiring of foreign technicians.

Current Peruvian law requires employers to hire not less than 80% Peruvian nationals and at least 80% of payrolls must be paid to Peruvians. Special exceptions already exist with respect to the hiring of certain types of foreign technical personnel.

Applications to the Ministry of Foreign Affairs to obtain visas for foreign technicians must be accompained by the waiver from the Ministry of Labor.

Notary Publics must obtain the prior authorization of the Ministry of Labor before notarizing contracts for foreign personnel over and above the quota.

Foreign technicians hired under special authorization may remain in Peru for periods of two or five years depending on the nature of their work.

Dutch farm out orders

Dutch producers of water heaters, stoves, space heaters, connections, and valves are reportedly hard pressed to keep up with the tempo of conversion of gas appliances and equipment from manufactured to natural gas.

These manufacturers are plagued by an acute shortage of labor. As a result, they are subcontracting an increasing amount of parts work —even to firms outside the country. In addition, many Dutch producers of gas utilization equipment are avoiding large investments to boost output lest they be left with overcapacity when the conversion boom is over.

Malaysian tax changes bring areas into closer harmony

A number of changes have recently been made in the tax structure of Malaysia. Each of the Malaysian areas has retained its pre-Malaysia Income Tax Ordinance, which has been modified to bring some differing features more into harmony.

The tax income of non-residents in Malaya (former Federation of Malaya) has been raised from 30% to 40%, in line with that of Sabah and Singapore. Owner-occupiers in Singapore and Sabah are exempted from paying taxes on their properties, and tax concessions to shipping and air transport operations are restricted only to countries which have double taxation agreements with Malaysia. The United States does not have such an agreement.

The Malayan Employees Provident Fund (a workers retirement system) will be opened to domestic servants on December 1.

Jellies, Marmalades' directive proposed

An EEC draft proposal to harmonize member states legislation on jams, marmalades, jellies and chestnut cream is significant for the U.S. canned foods industry because its specifications and procedures will set a precedent for future standards to be applied to canned foods both within the Community and imported from third countries.

The proposal for a Council Directive, issued by the EEC Commission, has been in a state of preparation for four years because of conflicting interests and highly technical legislation currently in force in the member countries.

Provisions of this draft establish net weights for products in containers which range from 100 grams to 2,000 grams; they set up labeling standards; exclude pumpkins and cucumbers from the list of fruits approved for the manufacture of jams, jellies and marmalades; and, provide for future Commission directives specifying methods of analysis to be used to check compliance with this directive.

The first two annexes define terms used in the directive (such as fruits, juices, etc.) and the manufactured products that are the subject of the directive.

A third annex lists fruits that may be used in the manufacture of jams, jellies and marmalades, and a fourth contains labeling and manufacturing specifications.

After examination by the European Parliament, by the Member States and various industrial advisory and consultative groups, and eventual approval by the Council, the draft must be submitted to the national legislatures of the Member States for approval before it becomes effective.

For an English translation of the original French draft, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Liberalization of beef, veal imports continued in Sweden

The Swedish Agricultural Board is continuing the suspension of the import licensing requirements for fresh, chilled and frozen beef and veal and other western areas until August 31, 1965.

This liberalization of beef and veal imports was instituted in October 1962 and has been prolonged periodically ever since. The action was originally taken to remove discrimination against imports from the Americas.

'Barter-buying' policy checks dollar outflow

AID program also helps reduce U.S. farm commodity stockpiles

More than $26 million, which otherwise would have been spent overseas, remained in the U.S. domestic economy over the past 15 months as a result of the Agency for International Development's "barter-buying" policy.

The policy, adopted in July, 1963, makes it possible for AID to assist developing nations to obtain commodities which the U.S. itself must import without adding to the balance of payments problem. It is one of a series of steps adopted by AID to increase the proportion of foreign aid dollars spent in the U.S.

Here are the materials which AID has authorized CCC to obtain under individual barter contracts with U.S. firms during the 15-month period, along with the countries in which AID will use them.

Item	For use in	($000's)
Petroleum fuels and crude oil	Tunisia	$8,500
Jute bags and cloth	Turkey	850
Petroleum fuels	Laos	1,000
Manila fibers	Korea	400
Sugar	Guinea	200
Jute bags	Vietnam	555
Jute fiber	Tunisia	448
Jute bags	Afghanistan	189
Cement	Vietnam	425
Sugar	Tunisia	3,000
Petroleum and fuel oil	Mali	655
Cement	Vietnam	2,200
Zinc	Korea	670
Petroleum and fuel oil	Tunisia	5,000
Cement	Vietnam	2,135
	Total:	**$26,228**

Under the barter policy, AID avoids disbursing dollars to foreign suppliers for certain items. Instead, AID transfers the dollars which the items cost to the Commodity Credit Corporation of the Department of Agriculture. The CCC contracts with a U.S. firm to accept U.S. surplus agricultural commodities, which CCC owns, in exchange for providing the foreign items needed in the AID program.

The AID dollars remain in the U.S. and the barter contractor must dispose of the surplus commodities abroad.

These transactions apply only to materials of which the U.S. is a consistent net importer—for example, wool, sugar, petroleum fuels and jute products, while at the same time helping to reduce U.S. stockpiles of surplus farm commodities.

AID-financed sales shared by 39 states

Orders totaling $37 million for goods sold in developing countries under financing of the Agency for International Development (AID) were reported for 39 states during September.

More than $1 million each in AID-financed production was recorded during September for 14 states—Ohio, Pennsylvania, New Jersey, Alabama, Illinois, Michigan, Maryland, California, New Mexico, Virginia, South Carolina, New York, Texas and Washington.

This brings to $210.7 million the value of goods produced so far this year in 45 states for export under AID.

This sampling of AID program commodity procurement, covering only part of U.S. business generated by the economic aid program, is obtained through reports of letter-of-credit transactions over $10,000 on goods directly traceable to place of production.

These export sales represent developing countries' purchases of materials and equipment needed for their industrial, commercial, and agricultural development. The purchases are made with credits established by AID—largely under repayable loans—for procurement primarily from U.S. sources, thus avoiding any adverse effect on the U.S. balance of payments position.

The transactions take place generally through normal commercial channels—between the foreign buyer and U.S. supplier, although AID's Office of Small Business assists by publishing bidding information.

Cuban loses export rights for 60 days

Yamil Amado Haron Kouri y Perez, also known as Yamil Kouri, Director of the Centro Nacional Cubano De Investigaciones Cientificas (Cuban National Center of Scientific Research), of Havana, Cuba, has been denied all U.S. export privileges for 60 days, pending further investigation into his suspected involvement in procurement outside of the U.S. of U.S.-origin medical and scientific research equipment and supplies, for reexportation to Cuba.

Kouri is suspected of having engaged in these procurement activities while traveling in Europe, Canada and Mexico.

The sanctions were applied by the Bureau of International Commerce which has reported that there is "substantial basis to believe" that Kouri has been operating in violation of the Export Control Act.

All outstanding validated export licenses in which the respondent has an interest, are revoked, and he and his agents and other parties related to him are denied the privilege of participating in export operations involving U.S. commodities or technical data. Other parties also are forbidden to engage in export operations with him.

Partially U.S.-owned bank in Turkey gets AID loan

A "Cooley" loan of $2.2 million in Turkish currency extended by the Agency for International Development to a new commercial bank in Turkey.

The new bank is a partnership between the Bank of America, largest bank in the world, and the IS Bank, largest private bank in Turkey. Called the American-Turkish Foreign Trade Bank, it will offer medium-term loans for working capital, giving preference to industries contributing to greater Turkish exports. Its offices will be in Istanbul with branches in Ankara and Izmir.

Bank of America owns 25% and IS Bank 75% of the stock of the new institution whose total equity capital amounts to 10 million Turkish liras ($1.1 million). In addition, each organizing bank has respectively extended a credit line of $1 million and nine million Turkish liras to the new bank.

New York exporter, Argentine associate lose export rights

Charged with attempted export of goods under false declaration

A New York chemical exporter has lost U.S. export privileges in part for three months, and a business associate in Buenos Aires has lost all export privileges for at least two years, for an export and an attempted export of U.S.-origin goods with export declarations that were falsified to conceal the nature of the commodities involved.

The sanctions, effective October 27, 1964, were applied by the Commerce Department's Bureau of International Commerce (BIC) after an investigation. The respondents are: Frederick M. Kuhner, doing business as Amsur Chemical Export Co., Ozone Park, N.Y., who earlier had been fined $1,000 on a guilty plea in criminal proceedings growing out of the case, and Michael Sanchez, exporter, Buenos Aires, Argentina.

Kuhner, under a consent decree, loses all export privileges for three months, except to Canada, and will be on probation for an additional nine months.

Sanchez loses all export privileges for the duration of the Export Control Law, but after two years, may apply for their restoration, subject to his being put on probation, and then put under such restrictions as are believed appropriate.

Goods substituted

The case goes back to late 1959, when Kuhner purchased 240 drums of caustic soda under an arrangement with Sanchez, who then substituted other goods in the drums and exported them to Argentina as caustic soda, at the same time ignoring the requirement for a validated export license the new goods called for.

Later, when an effort was made to use this same device to ship out about $81,000 worth of electronic equipment, toilet articles and sweaters, customs inspectors detected the ruse and seized the shipment in New York.

The sanctions cover both technical data and commodities; apply not only to the respondents, but any successors, and forbid other parties from participating with them in export operations. Any validated export licenses in which they have an interest are revoked.

Nicaragua's private sector gets boost from AID loan

Nicaragua's growing private sector will have access to expanded credit resources through a $4 million Alliance for Progress loan to the National Development Institute (INFONAC).

The credit will be matched over a three year period by $1.5 million from the Nicaraguan Government, and $2.4 million from INFONAC's own resources.

INFONAC makes loans to industrial development projects, and to small business. It also participates in equity investments and undertakes technical and economic studies.

Under an agreement with AID, INFONAC will apply an estimated $1.4 million of the U.S.-supplied credits to industrial loans, $500,000 to small business loans, $1 million to equity investments, and $1 million to technical and economic studies. Up to $100,000 may be used to finance technical services to INFONAC.

INFONAC sub-loans to manufacturing and service industries can run from five to 15 years, with interest at 7 to 8% per year. Equity investments, limited to 30% of the total equity in an enterprise, will be sold to private investors after the equities become marketable.

INFONAC, established by the Nicaraguan government in 1954, is an autonomous economic development agency.

Mexican trader denied U.S. export rights pending investigation of activities

Jose Luis Mussot, of Mexico City, has been denied all U.S. export privileges for 30 days, pending further investigation of the suspected reexport of U.S.-origin hospital equipment from Mexico to Cuba.

The order, effective September 29, was issued by the Commerce Department's Bureau of International Commerce to halt Mussot's suspected operations until the inquiry is complete. He then may face additional charges.

The Bureau said there was substantial basis to believe that Mussot had participated in the purchase of U.S. hospital equipment with knowledge that Cuba was the ultimate destination and that he had also participated in shipments of this equipment to Cuba.

The sanctions call for revocation of all validated export licenses in which Mussot has an interest and bar either the respondent or any successors from export trade in U.S. commodities or technical data. Other parties also are forbidden to engage in export activities with Mussot.

U.S., Colombia sign Food for Peace pact on agricultural sales

U.S. commodities worth $22.9 million to go for Colombian pesos

The U.S. and Colombia have signed a Food for Peace agreement under the Alliance for Progress to provide approximately $22.9 million worth of agricultural commodities for sale for Colombian pesos between now and Dec. 31, 1966.

The agreement was negotiated under Title I, Public Law 480 and includes certain ocean transportation costs.

The new program will help meet Colombia's needs for commodities which are in short supply principally because of adverse weather. It also provides for increasing commercial imports of these commodities by Colombia over the period of the agreement.

A substantial portion of the pesos which will be available for economic development will contribute to Alliance for Progress efforts in that country.

Goods to be sold

Commodities to be purchased are:

Wheat/wheat flour (approximately 7.7 million bushels), $15.3 million; corn/grain sorghum (approximately 984,000 bushels), $1.6 million; inedible tallow (approximately 24 million pounds), $2 million; and tobacco/tobacco products (approximately 551,000 pounds), $550,000.

Ocean transportation costs are estimated at approximately $3.4 million.

Programming plans provide that all of the corn and grain sorghum, about 2.6 million bushels of the wheat and flour, 6.6 million pounds of the tallow, and 220,000 pounds of the tobacco will be furnished by this Dec. 31.

Sales will be by U.S. traders with purchase authorizations to be announced later.

Allocation of funds

The agreement provides that 40% of the pesos received from the sale be set aside for economic development projects in Colombia. Another 35% will be for U.S. Government uses and the remaining 25% will be made available for loans to U.S. and Colombian private enterprise.

Signing of this agreement brings the value of Title I agreements with Colombia to more than $85 million.

Rubber fabricator proposes expansion through joint venture

Colombian firm seeks U.S. help in extending its line of products

A Colombian manufacturer of rubber articles for use in automobiles, industry and laboratories is interested in a joint venture with a U.S. firm experienced in the fabrication of diverse rubber products.

The purpose of the proposed venture is to expand certain lines of products through improvement in product design and production techniques. Financial participation of the investor would be between $50,000 and $100,000 as well as the furnishing of processes and technical assistance. A proportion of the financial contribution would be in the form of machinery.

The Colombian firm fabricates approximately 4000 different types of natural and synthetic rubber gaskets for a wide range of uses in automobiles, pharmaceutical laboratories and general industry. It is reported to have few competitors because of the high degree of technical knowledge required for the fabrication of some of these products.

In producing bottle caps, brake caps and hoses, and rubber sponge profiles, the firm has experienced some technical problems which it believes could be overcome through the use of high quality U.S. rust-free chromed iron molds and precision hydraulic presses.

Annual consumption

According to the firm, Colombia's annual consumption of drug bottle caps is between 25 and 30 million and there is a large potential for sponge and solid rubber profiles in the automotive, refrigerator and similar assembly industries. A like substantial market exists for brake caps and hoses.

The firm claims that few Colombian manufacturers can produce these rubber items of the required quality. Assisted by a U.S. firm possessing the necessary technical know-how, it believes it could substantially increase its present sales and compete successfully in the Latin American market.

Write: Manufacturas de Caucho "Malaca", Carrera 30, No. 7-44, Bogota, Colombia.

Indian Investment Center expands advisory group

The Advisory Committee to the Indian Investment Center, a group of New York bankers and businessmen, has been expanded to include similar groups in Boston, Chicago, Cleveland, Detroit, Pittsburgh and San Francisco. Members from other important cities and industrial centers will be added later to the Committee.

The Advisory Committee provides informed opinion to U.S. business on opportunities and conditions relating to investment in India. It also serves as a link between the Indian Investment Center and U.S. business, and counsels the Center in its program to attract private capital and technical know-how to India from the industrialized nations.

To date, the Indian Investment Center has assisted in 84 joint venture agreements between Indian and foreign firms, 74 of which have already been approved by the Indian Government. Of these, 38 involved collaboration with U.S. companies. Fifty of the 74 approved agreements provided for both financial and technical participation by foreign companies and 24 for technical collaboration only.

The Center has prepared a booklet, *A Guide to Investing in India*, which succinctly and factually answers a number of questions posed by firms considering an investment in India.

Write: Indian Investment Center, 708 3d Ave., New York, N.Y. 10017.

License wanted to make jalousie doors, windows

A firm in Guayaquil seeks a licensing arrangement to manufacture roll-up metal doors and aluminum jalousie windows.

The firm has land and the capital available to purchase the necessary machinery but will need technical assistance during the initial stages.

Write (in Spanish): Gerardo Soria Zurita, Plasticos "Soria", S.A., P.O. box 1291, Quayaquil, Ecuador.

Ivory Coast plastics firm plans expansion

An Ivory Coast manufacturer of various plastic household articles would like to contact a U.S. firm experienced in the plastics industry with a view to negotiating a joint venture arrangement for expansion.

Technical know-how as well as financial participation has been requested. Principal owners of the firm would be willing to retain only a minority interest and might consider complete sale but, in the latter case, one of them who serves as manager of the firm would be willing to stay on as long as required.

Approximate investment necessary depends on the percentage of equity sought by the U.S. firm and the degree of expansion considered advisable. As an indication, a 75% equity would approximate $120,000 to $156,000, depending upon negotiations currently in process to purchase rented land and buildings.

The plant is located in the industrial section of Abidjan on a 3500 square meter plot which allows room for expansion. In addition to the factory building covering 600 square meters, there is also an office building and two apartments. Present employees number three Europeans and 40 Africans.

Founded in 1962, the firm has a history of profit and expansion. More extensive expansion is, however, necessary to meet present and future market demands. The firm makes such plastic household items as pails, wash basins, bowls, drinking cups and saucers, and bread baskets as well as special plastic cups for tapping rubber trees.

In addition to domestic sales, some production is exported to such neighboring countries as Senegal, Togo, and Dahomey.

Write: Bureau of International Commerce, Office of International Investment, File 1-3079-2-G, Department of Commerce, Washington, D.C., 20230.

WELDING HELMETS, SHIELDS

Manufacturer of protection safety devices including work gloves, glasses, goggles, helmets and uniform clothing, seeks licensing rights with U.S. firm to manufacture welding helmets and shields.

Write: La Protection Rationnelle, 40 rue Louis Blanc, Paris (10eme), France.

Norwegian, Swiss, British firms seek U.S. licenses for industrial products

Railway cars from Norway, a sawing machine from Switzerland and several products, including gas radiant heaters, gas water heaters, hygienic containers, agricultural equipment and dust and fume extraction apparatus, all from Great Britain, have now become available for U.S. manufacture under license.

From Norway comes a licensing offer for U.S. production of railroad cars fitted with stabilizers connected with a special bogie or truck construction. The advantages of this construction are said to be higher speeds with less danger of derailing, no shifting of stacked goods, and no discomfort to passengers caused by the centrifugal force in curves. **File 1285.**

A Swiss manufacturer and holder of the patent of a first-class sawing machine for wooden and artificial plates, seeks an arrangement with a U.S. firm to manufacture in U.S. the above sawing machine. **File 1286.**

A United Kingdom producer of gas radiant heaters and gas water heaters wishes to establish a license arrangement with a U.S. firm to manufacture these products in the U.S. This company also has expressed interest in being licensed by a U.S. manufacturer to produce its version of similar products in the United Kingdom.

These English gas heaters, for domestic use, offer automatic gas ignition, thermostatic control, realistic log or coal effect and full electric illumination, all of which combines to give the pleasure of the traditional fireplace. The thermostically controlled water heater supplies instant hot water at temperatures individually chosen. **File 1287.**

A small recently established British company wishes to establish contact with a U.S. enterprise interested in the manufacture, promotion and sale in the U.S. of a new type of hygienic container patented both in the U.K. and U.S. This container for household or commercial use can be secured to a wall or door or attached to a movable frame. The manufacturer claims the container is completely waterproof, dustproof, impervious to germs, and has many varied uses including the disposal of waste, the packing of food, the handling of wet or dry clothes and even the containing of liquids. **File 1288.**

A U.S. licensee is sought by a British firm to utilize its filter process in the preparation of dust-extraction plants and spray booths. The particular method offered is covered by U.S. patent and is slated to be extremely simple in design, easy to operate and yet of a filtration efficiency and economy second to none. The cost of the plant and the space required is claimed to be only about one third that of Electrical Precipitation. According to the sponsors, this dust and fume extraction method has a wide area of use; in the gas, coal and steel industries, spray paint booths, particularly in the motor industry, foundries, cement plants and all factories where dust and fumes from working conditions or from furnaces and boilers are a problem to health and efficiency. **File 1289.**

A British manufacturer of agricultural equipment is seeking a U.S. firm interested in producing and selling two of its major items. One of the items specified is a Post-Driver of the type used in agriculture, forestry and the building trades. This attachment mounted on the back of a tractor is capable of driving fence posts into the ground in 10 seconds by means of a reciprocative piston. The other item is equipment for bale handling which, according to this firm, eliminates all man-handling until the final place of storage is reached. **File 1290.**

For further information and for the names and addresses of these manufacturers.

Write: Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to the appropriate file number.

GAS SPACE HEATERS

Large British holding company comprised of manufacturers of gas and electric meters, industrial furnaces, vacuum metallurgical equipment, gas space heaters and water heaters, is interested in a licensing and/or cross licensing arrangement with U.S. company to manufacture domestic gas space heaters.

Write: United Gas Industries, Ltd., 51 Lincoln's Fields, London, W.C. 1, England.

JELLIES, PUDDING, CUSTARD

South African producer of quick-frozen foods and shelf-line items seeks licensing management to manufacture line of U.S. jellies, pudding, custard powders, cake mixes.

Write: W.M. Kleyweg, Managing Director, House of Kleyweg (Pty), Ltd., Prince George Dr., Muizenberg, C.P., South Africa.

Printing firm in Colombia makes joint venture offer

A large, well-known book and stationery firm in Colombia seeks a joint venture to expand its existing industrial branch which will be formed as a separate company.

An investment of $150,000 to $200,000 plus managerial assistance would be required. The amount will vary depending on who has title to the building and equipment.

The firm has been operating continuously since 1903 and is a retailer and wholesaler of paper products, office equipment, desk articles, and engineering and drafting equipment.

Its industrial section handles all types of typographical work and manufactures paper products, accounting books, text books, envelope blocks and similar items. The firm believes that by separating the industrial section from its commercial operation and forming it into a new firm capitalized at $400,000, with new management, it can increase production sixfold.

Write: Bureau of International Commerce, Office of International Investment, File 2-2642-1-B, Department of Commerce, Washington, D.C., 20230.

Somali salt works reactivation planned

The Somali Republic is interested in reactivating the Hardio-Hafun Salt Works on the Northeastern coast, fronting the Indian Ocean and invites investment proposals from U.S. firms.

Alternative proposals are also invited on the basis of reactivating the salt works. Such proposals should cover scope of the investment expenditure and plans for financing.

The Hardio-Hafun Salt Works reportedly was established by an Italian company and, until World War II, produced from 250,000 to 300,000 metric tons of sea salt annually. The bulk of this production was sold to Japan but markets existed also in other African areas.

The plant was largely dismantled during the early part of the war and no effort has been made to resume operations. There are about 500,000 tons of salt in stock at the plant.

Write: Ministry of Industry and Commerce, Mogadiscio, Somali Republic, East Africa.

Colombian wants partner for steel extrusion plant

A newly formed corporation in Bogota, Colombia is interested in a joint venture with a U.S. firm experienced in production of steel extrusions and steel wool.

Estimated total cost of the proposed venture is about $1 million of which the U.S. investor would be expected to put up 25%. In addition to capital, the U.S. firm would also be expected to furnish technical assistance in rolling processes and the manufacture of items on which it has patents.

Construction of a rolling mill and the supply of such equipment as heating ovens, shears, shapers, conveyers, a scrap reduction press and similar specialized machinery awaits the advice of the U.S. partner. Production of the extrusions and steel wool is planned from billets of 100 x 100 x 1200 mm. and 50 x 50 x 1200 mm. secured from a local firm.

Write: H. A. Gomez, Mgr., Industrias Ferreteras, S.A. "INDUFER", 11-28 Calle 13, Bogota, Colombia.

Karachi firm asks U.S. help in producing caprolactam

A Karachi firm seeks U.S. participation in the manufacture of caprolactam and secondary products such as nylon twine and yarn.

A total investment of about $14,000,000 is anticipated. The local individuals sponsoring this firm are influential businessmen and of good financial standing.

For the venture, the firm needs U.S. capital equipment and technical assistance. According to the firm, caprolactam and secondary products such as nylon twine and yarn will be manufactured in Pakistan for the first time. The U.S. share in management and equity will be a matter of negotiation.

Write: Bengal Fibre Industries, Bengal House, Mauripur and Harris Rds., Karachi, Pakistan.

SMOKING TOBACCO

One of Germany's oldest tobacco factories desires to establish cross licensing arrangement with U.S. manufacturer of smoking tobacco. It is interested in granting license to U.S. firm covering all or part of its 83 trademarks. Firm wants to manufacture smoking tobacco under license of U.S. company which would permit it to use U.S. brand name for German, European markets.

Write: Gebr. Cruewell, 48 Bielefeld Germany.

TEXTILE MACHINERY

License sought to manufacture parts of, or complete machines, used in the textile trade, or any type or part of machines, up to one ton capacity for any other trade outside the textile field by textile machinery manufacturer.

Write: H. Cheetham & Co., (Machines), Ltd., Vale Works, Stockfield Rd., Chadderton, Oldham, Lancashire, England.

Israeli company requests U.S. know-how, equipment

An aluminum anodizing firm in Tel Aviv seeks a joint venture or licensing arrangement with a U.S. firm to expand its operations and will need technical aid and possible financial assistance.

The firm is 12 years old and employs six persons to produce such articles as thermos bottle cases, ashtrays, and napkin holders. It now owns 3,000 square meters of land adjacent to the present plant and would like to expand facilities to enable it to produce anodized window and door frames and other aluminum profiles.

The U.S. firm is expected to be able to provide know-how and equipment needed, estimated to cost approximately $80,000. In return, the Israel firm is willing to grant up to 50% of the firm's shares to the investor.

Israel's building industry is booming, with apartment and office buildings constituting the major portion on new construction. There are several firms in Israel that are producing aluminum windows and doors, but the Industrial Development Plan calls for a doubling of production by 1970.

Write: Ladislav Fried, Metalonod, Ramle Industrial Center No. 3, P.O. box 2511, Tel Aviv, Israel.

SURGICAL INSTRUMENTS

Manufacturer of surgical instruments seeks licensing rights with U.S. firm to manufacture the latest types of surgical instruments.

Write: Etablissements Chevalier Freres, 5 Place de l'Odeon, Paris (5eme) France.

WOOLEN PRODUCTS

Manufacturer of woolen products such as woolen yarn, loden fabrics, automobile coats, blankets is interested in entering into a joint venture with U.S. textile manufacturer who wishes to produce for the European market, and offers more than 50% participation to a potential partner.

Write: Dr. Ing. Gerald Dollinger, Schubertweg 2, Ferlach, Carinthia, Austria.

Mexican firm seeks license to produce heat exchangers

A Mexico City importer and retailer of Industrial instruments is interested in a licensing arrangement to manufacture heat exchangers.

The firm will need technical assistance and machinery to begin operations. Two Mexican firms now manufacture certain models of heat exchangers, and as a result, the Government has imposed import restrictions. Although a licensing arrangement is desired, the Mexican firm would consider a joint venture with a U.S. firm.

The market for heat exchangers in Mexico is not large by U.S. standards. However, it is expected to continue to expand to meet growing needs of Mexico's industrial complex. In addition, as a member of the Latin American Free Trade Association (LAFTA), Mexico offers an excellent base of operations from which to export to Latin America.

Write: Alfredo Araujo B., Ingenieria Termo Industrial, S.A., Puebla 308, Mexico 7, D.F., Mexico.

U.S. export privileges denied British trader

Denis H. Shepherd and his firm, Shepherd Export & Trading Co., of Croydon, Surrey, England, have been denied all U.S. export privileges for 60 days, pending further investigation of operations reportedly involving reexport to Cuba, of U.S.-origin commodities obtained in foreign countries.

The order, effective October 28, was issued by the Bureau of International Commerce, after an inquiry which disclosed that Shepherd's firm obtained U.S.-origin commodities from suppliers outside the U.S., and then participated in their shipment to Cuba in violation of the U.S. Export Control Law.

Shepherd is primarily responsible for operation of the Shepherd Export and Trading Co. Denial of his export privileges may be continued after the 60-day period.

The sanctions, applicable both to commodities and technical data, apply to Shepherd and any successors, and also forbid other parties from participating in export operations with the respondents.

BOOKS

Publishing company is interested in a cross-licensing agreement with U.S. firms for books in the field of architecture, municipal construction, civil construction.

Write: Karl Kraemer, Fachbuchhandlung und Verlag, 7 Stuttgart-W, Rotebuehlstrasse 40 (Herzogbau), Germany.

Bids invited by Spain on two port construction and improvement projects

The Spanish Government has issued two separate tenders inviting bids covering dredging work at the LaLuz and Las Palmas ports in the Canary Islands as well as construction of a dock wall and dredging of the front inner harbor to form the infrastructure of these port installations. Financing for these projects is being negotiated with a World Bank Loan to Spain, and $833,000 to $1,033,000 is allotted for these contracts.

Interested companies should submit (in Spanish) the required documentation before Nov. 16; however, bids on both projects will be accepted until February 8, 1965. Bidders should write to Direccion General de Puertos y Senales Maritimas, Seccion Cuarta, Ministerio de Obras Publicas, Madrid.

The dredging project, tender No. 26, documentation is due Nov. 16, with a bid deadline of February 8, 1965. Work is scheduled to start on or about May 1965 and is to be finished 22 months later.

The dock wall construction and dredging project, tender No. 25, documentation is due Nov. 16, with bid deadline February 8, 1965. Work is scheduled to start on or about May 1965 and is to be finished in 36 months.

Copies of these two invitations, in Spanish, including terms and conditions to be met by prospective bidders, are available on a short term loan basis to firms located in the U.S. from Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Water pumping plants and installation bids requested

The Government of Mexico is inviting bids from firms interested in constructing four water pumping plants and related installations along Lake Chapala in the States of Jalisco and Michoacan for the irrigation of 1015 hectares in that area. Cost of the project is to be financed by the Inter-American Development Bank.

The selected bidder will be required to supply and install the equipment within a period of six months. The project includes pumping plants, pipes and discharge tanks, control structures, operation and protection house, and a canal system lined with masonry and concrete.

Interested firms must register on or before Nov. 14, with the Direccion de Pequena Irragacion, Secretaria de Recursos Hidraulicos, Paseo de la Reforma No. 69, Mexico, D.F. Bidders will be selected on the basis of information supplied at the time of registration.

Preliminary specifications in Spanish and other general information is available on loan to firms located in the U.S. from the Water Industries and Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4347.

Qualification bids requested by Paraguay for equipment for hydroelectric project

ANDE (Administracion Nacional de Electricidad), The National Electric Power Administration, Asuncion, Republic of Paraguay, requests prospective bidders to submit qualifications for the supply and financing of the mechanical equipment for the hydroelectric project to be constructed on the Acaray River in eastern Paraguay.

Requirements include gates, cranes, penstock and surge tank, hydraulic turbine, 56 mva generator, transformers, above and underground cable installation.

Supplies should be basically financed by the contractor with Inter-American Development Bank and ANDE participating. Qualification documents should be presented to ANDE before Dec. 16. Bids for the above job close April 8, 1965.

Prequalifying form and offer form may be obtained from ANDE, Administration Nacional de Electricidad, Calle 786, Asuncion, Paraguay or ELC-Electroconsult, Spa, c/o Robert R. Nathan Associates, Inc., 1218 Sixteenth St. NW., Washington, D.C. 20036.

Engineering services sought

New Zealand desires to engage the services of a Civil Engineering Contracting firm or firms to construct a six-lane highway bridge at Khyber Pass Road above the Urban Area of the City of Auckland.

The project is a major one which will require special construction methods, and only Civil Engineering firms with adequate construction experience will be considered for the work.

Copies of a preliminary statement describing the main features of the work are available from the Secretary, Tenders Board, Ministry of Works, Box 8015, Government Buildings, Wellington, New Zealand. Copies are also available from the New Zealand Government Senior Trade Commissioner's Office, 1145-19th St., NW., Washington, D.C. This preliminary statement is available so that contractors desiring to submit tenders may make early arrangements to visit the site and gain an appreciation of local conditions.

Only those contractors who have registered their interest in this work by Jan. 22, 1965, will be issued formal documents. Application forms for formal documents are included in the preliminary statement.

SHAPE seeks pencils supply

The Supreme Headquarters Allied Powers Europe has issued Invitation to Bid No. 1-65 for 6548 pencils in different colors and grades. In addition, the Invitation specifies 150 boxes of pencils in twelve assorted colors.

Deadline for submitting documents is Nov. 23.

A copy of the specifications and the instructions for preparing the bid are available on loan basis from Trade Opportunities Staff, BDSA, Department of Commerce, Washington, D.C. 20230.

Colombia to build bridge, invites bids on design, construction, financing

The Colombian Ministry of Public Works invites bids on the design, construction and financing of a toll bridge over the Magdalena River, at Brazo de Cabica on the Barranquilla-Cienaga Highway, Colombia. The bridge will be approximately 1,300 yards long and 11 yards wide, and the construction must be financed entirely by the contractor. Reimbursement for this investment will be from tolls collected from passing vehicles.

Bid deadline is Jan. 29, 1965.

One copy of the specifications (in Spanish), drawings and blueprints is available for review only in the Building Materials & Construction Industries Division, Rm. 4014, Department of Commerce, Washington, D.C. 20230.

Specifications and conditions are available on payment of 500 pesos Colombian currency (about U.S. $50) at current free market rate of exchange, from Ministerio de Obras Publicas, Direccion, Centro Administrativo Nacional, Carretera Eldorado, Bogata.

Burma seeks magnesite, aluminum shot, etc.

The People's Stores Corp. (Fuel, Lubricants & Related Materials Dept.) Stores Committee No. 14, St. John's Rd., Rangoon, has issued tender No. Fuel-(Mineral) 1/64-65 for the following items they wish to import: Magnesite ramming mix, 200 long tons; magnesite (deadburned), 150 l.t.; chrome quality ramming mix, 2,000 kilograms; aluminum shots (pallet forms), 10 l.t.; ferromanganese, 100 l.t.; and, ferrosilicon, 30 l.t.

Specifications for each commodity are contained in the tender and a copy is available on loan to firms located in the U.S. from the Miscellaneous Metals & Minerals Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Firm telegraphic quotations, f.o.b. basis are requested by the Chairman, Procurement Committee No. 14, People's Stores Corp., St. John's Rd., Rangoon, by 12 Noon, Nov. 30. Cable address: Civsups 014 Rangoon. Telephone: 202-WO 7-2684.

Refractory plant in Turkey

Sumerbank General Directorate, Ankara, has issued tender No. AL/TI/2/397 for engineering and equipment for a basic refractory plant.

The General Directorate will provide civil engineering and architectural services. The plant is to be capable of producing 16,500 tons of several types of refractory brick and refractory mortar. Bidders will be responsible for the erection of the plant.

Bid deadline is Dec. 31.

Copies of the tender are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4430.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-3088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3320.

South African firm plans call for grain handling plant

E. Kagan (Pty) Ltd., c/o G.E.J. Henny, 700 Management House, 38 Melle St., Braamfontein, Johannesburg, has issued a tender for the design, supply, and erection of a grain handling plant in connection with a 120,000-bag capacity silo installation. The plant should be capable of handling 80 tons of corn per hour.

Bid deadline is Dec. 9.

Tenders are available from G.E.J. Henny, consulting engineers to the E. Kagan firm, at the above address, or on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Viet-Nam is in market for office supplies

The Central Purchasing Authority, 140 Hong Thap Tu, Saigon, Viet-Nam, has issued tender No. 1507-17104 for 300 rolls of gummed Kraft paper tape and 200,000 boxes (100 per box) of paper clips in two different sizes, 25 mm and 35 mm long.

Bid deadline is Nov. 26.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

013 Livestock Farms

GERMANY—Eggs, fowl, for breeding purpose; request replies in German from breeders only; cif European ports. Lehrgefluegelzuchtbetriebe, Heinz Gruene (wholesaler, manufacturer), Haus Heide, 4035 Breitscheid. WTD 9/18/64.

201 Meat Products

PAKISTAN—Frozen poultry, all kinds. Norwestern Engineers (importer, manufacturer's agent), Harris Rd., Kharadar, Karachi-2. WTD 9/2/63.

220 Textile Mill Products

NETHERLANDS—All kinds of printed woven fabrics for women's wearing apparel, made of cotton, rayon, Dacron, Orlon, nylon etc.; also of mixed fibres (cotton, satin, etc.). Requests samples and price lists from manufacturers only. S. I. de Vries N.V. (importer), 11-17 Beursplein, Amsterdam. WTD 9/14/64.

NORWAY—Piece goods of synthetic fur for women's coats and trimmings, blends of Dacron/cotton/wool for production of leisure wear, plain nylon fabrics for quilted sportswear, cotton flannel for sports shirts, 50/50 wool/cotton for sports shirts and blouses, stretch suitings; other high comfort textiles; direct purchase and agent. Hannibal Fegth & Co. A/S (manufacturer's agent, wholesaler), 17 Kongensgate, Oslo. WTD 10/14/64.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—White cotton sheeting, 72″, 80″, 90″ widths, 779,000 yd., Tender No. 11/P/2515/64-65(02) bid deadline Nov. 12. White cotton shirting, calendered, 36″ wide, 27,622,000 yd. Tender No. 11/P/2516/64-65(03) bid deadline Nov. 20. White cotton poplin mercerized with blue selvedges, 36″ wide, 36,000,000 yd. Tender No. 11/P/2517/64-65(04) bid deadline Nov. 26. White cotton poplin, mercerized, sanforized, 36″ wide, 19,840,000 yd. Tender

No. 11/P/2517/64-65(04) bid deadline Nov. 26. Sateen aniline black, mercerized, schreinered, 28″, 36″ widths, 900,000 yd., Tender No. 11/P/2522/64-65(19) bid deadline Nov. 20. Cotton dyed poplin, mercerized with blue selvedges, guaranteed fast color, 36″ wide, 4 million yd.; cotton dyed poplin, mercerized, sanforized, guaranteed fast color, 36″ wide, 4 million yd. Tender No. 11/P/2517/64-65(04), bid deadline Nov. 26. Cotton bleached mull, 42/44″ wide, 2,746,000 yd. Tender No. 11/P/2518/64-65(05) bid deadline Dec. 3. Cotton printed lawn, mercerized, 36″ wide, 4,800,000 yd., Tender No. 11/P/2519/64-65(07), bid deadline Dec. 10. Flannelette dyed and printed, (one side raised, fast color), 36″ wide, 8,000,000 yd., Tender No. 11/P/2523/64-65(25), bid deadline Nov. 12. Haircord, grey, printed, 36″, 38″ wide, 19,930,000 yd. Tender No. 11/P/2520/64-65(16) bid deadline Nov. 26. Cotton cambric, white, dyed, printed, mercerized, creasless/minicare, 36″ wide, 14,400,000 yd. Tender No. 11/P/2521/64-65(18) bid deadline Dec. 3. Cotton canvas, 9-16 oz., 36″ wide, 127,500 yd., Tender No. 11/P/2524/64-65(39) bid deadline Dec. 10. The Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5238).

SWEDEN—High and medium-priced cotton fabrics (nylon or other synthetic fabrics) for manufacturing women's dresses and skirts. Robert Swanson AB (manufacturer), Bergslenagatan 1, Borås. WTD 10/13/64.

222 Broad Woven Fabric Mills, Manmade Fibers, Silk

SWEDEN—High and medium-priced cotton fabrics (nylon or other synthetic fabrics) for manufacturing women's dresses and skirts. Robert Swanson AB (manufacturer), Bergslenagatan 1, Borås. WTD. 10/13/64.

229 Textile Goods

GERMANY—Textile fabrics for shoes, no linings; requests replies in German. Peter Kaiser GmbH (manufacturer), 46 Lembergerstrasse, 678 Pirmasens/Pfalz. WTD 10/20/64.

ITALY—Dirty and washed wool, wool waste mixed with cotton, rayon or nylon. Claudio Masserano (importer), Via Volpi 6, Biella. WTD 10/20/64.

232 Men's, Youths', Boys' Furnishings

NORWAY—Men's, youths' and boys' underwear and nightwear; requests replies from manufacturers only. Scala Marketing A/S (importing, wholesaler) Gronlandsleret 31, Oslo. WTD 6/29/64.

234 Women's, Misses', Children's and Infants' Under Garments

NORWAY—Women's and misses' underwear and foundation garments; also diaper holders; requests replies from manufacturers only. Scala Marketing A/S (importing, wholesaler), Gronlandsleret 31, Oslo. WTD 6/29/64.

251 Household Furniture

NETHERLANDS—Mass-produced parts for manufacture of metal household furniture such as: steel frames, plastic seats, arms, legs and attachment plates, other parts and accessories. Not interested in upholstery and related articles; also semi-manufactured knocked down metal household furniture; requests price lists and literature. N. V. Fanametaal (manufacturer), 67-68 Ceintuurbaan, Rotterdam. WTD 7/8/64.

252 Office Furniture

NETHERLANDS—Mass-produced parts for manufacture of metal office furniture such as: steel frames, plastic seats, arms, legs and attachment plates, other parts and accessories. Not interested in upholstery and related articles; Also semi-manufactured knocked down metal office furniture; requests price lists and literature. N. V. Fanametaal (manufacturer), 67-68 Ceintuurbaan, Rotterdam. WTD 7/8/64.

262 Paper Mills, Products

SOUTH AFRICA—Good quality paper for lithographic printing, particularly one side coated litho label paper and white woodfree offset cartridge paper; requests replies from mills only or their sole export house. B. A. Selander & Co. (Pty.) Ltd. (importing distributor), P.O. Box 3380, Cape Town. WTD 10/16/64.

281 Industrial Chemicals

DENMARK—Norethisterone Acetate and Bacitracin, USP; other pharmaceutical raw materials especially within hormones and antibiotics for use in own production of ready-made pharmaceutical preparations. Scanpharm A/S (manufacturer), 33 Industriparken, Copenhagen-Ballerup. WTD 9/11/64.

FINLAND—Chemicals used in processing of paper and related products; requests descriptive literature, price lists; direct purchase and agency. Oy Nitroko Ab (importer, commission agent), Annankatu 26, Helsinki. WTD 3/31/64.

PAKISTAN—Fine and heavy chemicals lead colors, ultramarine blue lithopons and titanium dioxide; requests replies from manufacturers; direct purchase and agency. The Eastern Traders (importer, manufacturer's agent), Opp: Municipal Office, Bunder Rd., Karachi. WTD 9/25/62.

SOUTH AFRICA—Raw materials for chemical industries, surface active agents, emulsifiers; requests replies from manufacturers only. B. A. Selander & Co. (Pty.) Ltd. (importing distributor), P.O. Box 3380, Cape Town. WTD 10/16/64.

282 Synthetic Materials

GREECE—Synthetic rubber in lumps or blocks for manufacture of rubber shoes and slippers; requests replies from producers and/or exporters with competitive price quotations cif Piraeus. Chr. G. Gionas, O.E. (manufacturer, wholesaler), 2 Char. Tricoupi St., Koukaki, Athens (404). WTD 9/25/64.

NETHERLANDS—Teflon tubing; dia. 2-6 mm; wall thickness approx. 1/10th mm. Requests samples. N. V. Chemische Industrie polyplastic (importer, manufacturer, exporter), 12-16 Strickledeweg, Rotterdam-8. WTD 10/16/64.

283 Drugs

PAKISTAN—Drugs and medicines; requests replies from manufacturers; direct purchase and agency. The Eastern Traders, Opp: Municipal Office, Bunder Rd., Karachi. WTD 8/25/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

ITALY—New household, institutional and industrial plant disinfectants and insecticides, requests replies in Italian; direct purchase and agency. Zucchet Arnoldo, Via Pian Due Torri 54, Rome. WTD 10/20/64.

285 Paints, Varnishes, Lacquers, Enamels

GERMANY—Protective moisture-proof transparent coatings (plastic base) for exterior use on buildings. Henri Benthack (wholesaler), Eiffestrasse 500-504, Hamburg 26.

PAKISTAN—Pigment, dry colors; direct purchase and agency, requests replies from manufacturers. The Eastern Traders (importer, manufacturer's agent), Opp: Municipal Office, Bunder Rd., Karachi. WTD 9/25/62.

287 Agricultural Chemicals

MOROCCO—Agricultural urea, 45% nitrogen, granulated; all kinds of insecticides for agricultural purpose. Quotations Casablanca. Compagnie Marocaine de Commercialisation de Produits Agricoles (COMAPRA), (Agent), 6 Rue Omar Slaoui, Casablanca. WTD 10/15/64.

289 Chemical Products

● **IRAQ**—Liquid mechanical foam compound, 4000 gallons, to be used in a 3% water solution for petroleum fire fighting. Tender No. 44/64, bid deadline Nov. 24. Government Oil Refineries Administration, Gora, Baghdad.★ (Telephone: 202-WO 7-2090).

295 Paving, Roofing Materials

MALAYSIA—Elastomeric roof coatings in liquid form; finished coating should be elastic but product should not contain natural rubber. Societa' Commissionaria, 91 Campbell Rd., P.O. Box 607, Kuala Lumpur. WTD 9/12/62.

303 Reclaimed Rubber

GREECE—Natural rubber in lumps or blocks for manufacture of rubber shoes and slippers; requests replies from exporters with competitive price quotations cif Piraeus only. Chr. G. Gionas, O.E. (manufacturer, wholesaler), 2 Char. Tricoupi St., Koukaki, Athens (404). WTD 9/25/64.

311 Leather Tanning, Finishing

GERMANY—Shoe upper leather; shoe lining leather; requests replies in German. Peter Kaiser GmbH (manufacturer), 46 Lembergerstrasse, 678 Pirmasens/Pfalz. WTD 10/20/64.

331 Steel Mill Products

● **INDIA**—Wheels and axles, rough turned; 948 wheels and 474 axles. Tender No. ICF/2163/720 & 721/GT, bid deadline Nov. 16. Deputy Controller of Stores, Integral Coach Factory, P.O. Madras 23. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1358), Washington, D.C. 20008. Tender fee, not refundable, $2.15 each.

● Electric resistance weld tubes, size range, 3/8″ to 1 29/32″ O.D., 6 to 16 SWG thk. and 16′ to 21′ long; amount required, 986 pcs. Cold drawn seamless tubes, size range, 2 3/8″ to 6″ O.D., 2 to 8 SWG thk. and 8′ to 20′ long; amount required, 89 pcs. Tender No. P/Sr.3/50285-P/IV, bid deadline Nov. 18. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1343), Washington, D.C. 20008. Tender fee, not refundable, $1.05 each.

PAKISTAN—Steel plates 6, 15 x 6000 x 8, 3391 kgs.; 4, 1500 x 6000 x 10, 2826 kgs.; 4, 1500 x 6000 x 14, 3956 kgs.; 16, 1500 x 6000 x 12, 13565 kgs.; 14, 1500 x 600 x 13, 12850 kgs.; 23, 1500 x 6000 x 23, 35749 kgs.; 7, 1500 x 6000 x 12.5, 4946 kgs.; chequared plate 70, 1500 x 6000 x 5/7, 28980 kgs.; 29, 1500 x 6000 x 4/6, 9918 kgs.; requests replies by airmail, urgent. Karachi Shipyard & Engineering Works Ltd. (government agency), Post Box 4419, West Wharf, Karachi.

334 Secondary Smelting, Refining of Nonferrous Metals, Alloys

THAILAND—99.9% pure zinc ingots, minimum order 500 to 1000 metric tons. Vivat & Partners Ltd., Partnership (importer, wholesaler), 685-689 Siphya Rd., Bangkok. WTD 11/19/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **ETHIOPIA**—Supply of lead sheathed, paper insulated, high tension underground cable for 15 kv operating voltage, three core 3 x 70 mm² stranded copper conductors (16,410 yd.), 15 kv underground cable 3 x 35 mm² stranded copper conductors (5,470 yd.); single-core cable sealing ends for sealing S1-type cable, indoor mounting, 15 kv operating voltage, cross-section of cores for branching from a main line (10 sets), single-core cable sealing ends for sealing S1-type cable, outdoor mounting, 15 kv operating voltage, cross-section of cores 3 x 35 mm² (20 sets), straight through joint boxes for use with S1-type cable (10 sets). Tender No. 648/57, 25/1/57, bid deadline Dec. 2. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

PHILIPPINES—Garden tools. Exclusive distribution desired. Francis Yu, Manager (importer, wholesaler, retailer), Yutivo Sons Hardware Co., 254-264 Dasmarinas, Box 159, Manila. WTD 1/6/64.

343 Cutlery, Hand Tools, General Hardware

ITALY—Nozzles for kerosene and oil burners for home use. Bruciatori 'B.B.' Di Bongiovanni & Bracco, Carru' (Cuneo Province). WTD 10/6/64.

344 Fabricated Structural Metal Products

● **PHILIPPINES**—Four steel rolling doors, furnish and deliver to Balintawak Substation Repair House, Quezon City and Mexico Substation Repair House at Mexico, Pampanga, Luzon. Bid deadline Nov. 24. Specifications and bid forms available for two pesos (about U.S.$.50). Write: General Manager, National Power Corp., 161 Bonifacio Drive, Port Area, Box 2123, Manila. One copy for review only.★ (Telephone: 202-WO 7-3601).

349 Fabricated Metal Products

● **IRAQ**—Valves and cast iron pipe fittings in various sizes and quantities. Tender No. 12/64, bid deadline Nov. 16. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

351 Engines, Turbines

● **TURKEY**—Supply of one marine diesel engine, 65 hp, 2000 rpm, 4 cycle, verticle 6 or 8 cylinder, starter system, control panel, spare parts. One marine diesel engine, 95 hp, 1800 rpm, 4 cycle, verticle, 6 or 8 cylinders, starter system, control panel, spare parts. Tender No. 6044/6974-41.2-64.1, bid deadline Nov. 19. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Butce Subesi, Ankara. Specifications available for approx. $5.50 (TL50) from Modern Tercume Burosu, Menekse Sokak No. 20/7, Ankara. One copy of specification available for review only in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

352 Farm Machinery

PHILIPPINES—Lawn mowers, manual and power. Exclusive distribution desired. Francis Yu, Manager (importer, wholesaler, retailer) Yutivo Sons Hardware Co., 254-264 Dasmariñas, Box 159, Manila. WTD 1/6/64.

353 Construction, Mining, Material Handling Machinery

AUSTRALIA—Diesel-operated underground transport equipment; shearer type coal-cutting machines for long wall mining operations; continuous mining machines; air-operated drilling equipment for metalliferous mining; tunnel-boring machines for large scale tunnelling operations; direct purchase and agency. Greendale Engineering & Cables Pty. Ltd. (merchant, engineer), 43-51 Nelson St., Annandale, N.S.W.

CEYLON—Aircraft crash removal equipment to handle Boeing 707 type aircraft; 30-ton capacity mobile cranes, aircraft tractors, high capacity lifting jacks, salvage trollies, track jacks, draw bars, emergency take-off tackle, inflatable lifting bags with pump equipment and technical literature on crash removal. Chief Supplies Officer, Royal Ceylon Air Force, Air Force Headquarters, Parsons Rd., Colombo 2.

COSTA RICA—Draglines, power, crawler, wheel, walking type; compactors, soils, construction; concrete vibrators and screens; rollers, road, tandem pulled; concrete placement and gunning equipment; direct purchase and agency, requests replies in Spanish. Servicios Unidos S.A. (importer, distributor), P.O. Box 559, San José. WTD 7/8/64.

GERMANY—Spare parts and accessories for electrically driven driving machines; requests replies from manufacturers only; cif European ports. Walther Flender Export GmbH (importer, wholesaler, agent), 85 Hildener Strasse, Dusseldorf-Benrath. WTD 8/18/64.

● **INDIA**—One water-well drilling rig capable of boring 27″ dia. holes to 600′ depth and 1 water well drilling rig boring 24″ dia. holes to 1000′ by direct circulation consisting of draw-works, mast, rotary table, pumps, power unit, generator unit, etc. with all operating equipment, accessories and tools; plus spare parts necessary for two years' trouble-free continuous operation. Tender No. 7047(7) 23M-2/64, bid deadline Dec. 29. Development & Planning Commissioner, Raj Bhevean, Calcutta-1. Documents available from India Supply Mission (Ref: D/ENQ/1357), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, upon payment of $4.20, not refundable.

● Two, 3-ton overhead electric jib cranes. Tender No. SR-6/40024-P/II, bid deadline Nov. 25. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tenders available from India Supply Mission, 2536 Massachusetts Ave. NW. Washington, D.C. 20008, (Ref. D/ENQ/1347).★ (Telephone: 202-WO 7-5589).

● **IRAQ**—10 well servicing rigs to clean 6″, 8″ and 10″ diameter wells, 20 hp diesel engine drive, derrick to have lift capacity of 4 to 5 tons, hoist reel to have minimum spool capacity of 600 feet of 5/8″ line; to be trailer mounted. Tender No. 12, bid deadline Nov. 24. Terms and specifications available from Directorate General of Rural Affairs, Ministry of Municipal & Rural Affairs, Baghdad, against payment of ID 20 ($56) per copy plus $1 to cover charges from Baghdad to the U.S.★ (Telephone: 202-WO 7-5566).

PAKISTAN—Earth moving, road building and construction machinery; direct purchase and agency; requests replies from manufacturers. Aeronautical Equipment Co. (importer, manufacturers' agent), Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

● **SOUTH AFRICA**—One 6-ton self-propelled, mobile jib crane designed, manufactured and tested in accordance with British Standard No. 1757/1951-"Power-Driven Mobile Cranes," with petrol/diesel engine, outreach of approx. 4 ft. (over front), lift 20 ft. and suitable for heavy duty use in all respects. Particular attention should be paid to design of slewing controls, driving gears and housings to ensure that they can withstand rapid reversing of motion. Tender No. F. 5544, bid deadline Nov. 27. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg.★ (Telephone: 202-WO 7-5566).

● **THAILAND**—One asphalt boiler with double drums capacity approx. 75 kgs., heat-proof insulation, outlet pipe complete with valve, removable nozzle, gas burner and gas tank of 14.5 kgs. capacity; 1 shovel machine able to shove 1¼″ deep and ½″ wide, built-in engine, and working distance approx. 200 yards per hour; 1 sweeper to clean joints ½″ wide and 2″ deep, built-in engine and working distance approx. 800 yards per hour complete with handle and wheels plus spare parts for one year's service including 4 nozzles of the outlet pipe, 20 cutter heads and 20 spare brushes. Tender No. 6/2507, bid deadline Nov. 16. The Airfield Construction Dept., Donmuang, Bangkok.★ (Telephone: 202-WO 7-5566).

354 Metalworking Machinery

ISRAEL—Automobile washing equipment, drive-through type, preferably with brushes for side and top, including drying facilities; must be very compact; will also consider brushless systems, providing cleaning agent waste is not excessive. ESCO-Engineering Supplies Co. Ltd. (importer, distributor), 22 Harakevet St., P.O. Box 45, Tel Aviv. WTD 3/30/64.

ITALY—Oxyacetylene welding and cutting automatic equipment. G.F.B. di Ferrero Antonino (manufacturer), 26/a Via C. Da Verazzano, Torino. WTD 10/6/64.

355 Special Industry Machinery

BRAZIL—One hardwood veneer slicing machine with effective cutting width of 3.3 meters. Brandao Filhos, Exportacao, Importacao, Representacoes S.A. (exporter), Praca da Inglaterra 6, 10° Andar, Salvador-Bahia. WTD 10/16/64.

● **IRAQ**—Letter press machine; various other machines such as nipping press, folding machine, gathering machine, guillotine machine, punching machine. Tender No. Misc/21/1964, bid deadline Nov. 15. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

ISRAEL—Off-set printing machinery; requests catalogs and price information from manufacturers only. Direct purchase and exclusive agency. Hashemesh (print shop), 24 Ibn Gvirol St., Tel Aviv. WTD 10/12/64.

JAPAN—Automatic assembly machine known as part positioner for inserting washers (No. 6—3/8" washer) onto bolts automatically; required production capacity more than 100 pc. a minute, preferably over 200 pc. a minute. Fuji International Trade Consultant (manufacturer's agent), c/o Osaka International Trade Center, 2 Tamae-dori 2-chome, Kita Ku, Osaka. WTD 10/16/64.

NETHERLANDS—Cardboard box making machinery (for solid and corrugated board), especially interested in latest developments in this field; printer-slotter machines; taping machines; cif Rotterdam quotations and descriptive literature requested. Direct purchase and/or agency. J. ven den Hoek (importer, sales agent), 8 Dalweg, Baarn. WTD 8/18/64.

● **TURKEY**—One printing press, fully automatic with a 50 x 70 Cm printing frame, printing speed should be up to 3500 copies per hour; one automatic printing machine, with a capacity of 4000 copies per hour; one push-button guillotine paper shears, with a cutter blade of 81 cms.; one typesetting machine of 4-magazine type. Bid deadline Nov. 16. Republic of Turkey, Ministry of National Defence, Naval Forces Command, Ankara.★ (Telephone: 202-WO 7-5589).

356 General Industrial Equipment

COSTA RICA—One only, new or used, centrifugal, industrial, (except cream) to install on a continuous starch producing operation. Requests replies in Spanish. Walter Arend (manufacturer), P.O. Box 54, Alajuela. WTD 10/9/64.

INDIA—Vertical turbine pumps, air and gas compressors, pumping equipment. Jyoti Ltd. (manufacturer), Post Chemical Industries, Baroda 3. WTD 6/7/63.

ISRAEL—Variable speed gear assemblies to be attached to electric motors. Units should provide various ratios from 2.65 to 18.5, 0.45 to 4.5 and 0.62 to 6.2. Requests catalogs and price lists. Thermoil Ltd. (manufacturer), 26 Herzl St., Tel Aviv. WTD 6/24/63.

ITALY—Variable delivery pumps and components for hydraulic power system such as flow, directional pressure and control valves. Direct purchase, agency. Pompe Anselmo di Anselmo Alberto & Figli (manufacturer), 35 Corso Torino, Asti. WTD 10/20/64.

● **TURKEY**—Two 10 c.f.m. capacity and two 35.3 c.f.m. capacity compressors, vertical, piston type. Tender No. 6044/6997. 1-49-64.1, bid deadline Nov. 19. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Butce Subesi, Ankara.★ (Telephone: 202-WO 7-5589).

● Centrifugal and positive displacement pumps, 16, for sea water, fresh water and oil applications. Tender No. 6044/6997.1-47-64.1, bid deadline Nov. 19. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Butce Subesi, Ankara.★ (Telephone: 202-WO 7-5589).

357 Office, Computing, Accounting Machines

ISRAEL—Electro-static duplicating machine capable of handling large architectural and mechanical drawings, reproducing them on untreated paper; requests offers from manufacturers including specifications and prices. Direct purchase, possibly agency. Hashemesh (print shop), 24 Ibn Gvirol St., Tel Aviv. WTD 10/12/64.

358 Service Industry Machines

● **IRAQ**—Window type air conditioners, 12 of 1½-ton capacity. Tender No. 155/64, bid deadline Nov. 19. Iraqi Ports Administration Margil, Director General, Basra.★ (Telephone: 202-WO 7-5589).

● **PAKISTAN**—Supply of 11 air conditioning units with following capacities: one 15-ton capacity; four 50-ton capacity; six window type, self contained room air conditioners of two-ton capacity. Tender No. PR-1/64/PMP/18, bid deadline Nov. 23. Government of West Pakistan Railway Board, Empress Road, Lahore.★ (Telephone: 202-WO 7-5589).

359 Machinery

ITALY—Machinery for manufacturing aluminum pistons for all kinds of motor vehicles; direct purchase and agency. Alloylit (manufacturer), Via Nizza 149, Torino. WTD 10/15/64.

361 Electric Transmission, Distribution Equipment

● **BURMA**—Supply of volt and ammeters of various ranges; hand mounted voltage recorders; recording charts; link testing ammeters (tong testers); portable voltmeters; link testing ammeters with detachable indicators; moving iron voltmeters; moving iron ammeters; techometers. Tender No. 18/EL(A)64-65, bid deadline Nov. 30. The Secretary (4), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● **ECUADOR**—Supply of two-45 kva, four-37.5 kva, one-15 kva and three-25 kva transformers; other miscellaneous equipment including aluminum and copper conductors, steel cable, fuse cut-outs, incandescent and mercury-vapor luminaries and ballasts. Bid deadline Nov. 16. Secretaria, Instituto Ecuatoriano de Electrificacion Ave. 10 de Agosto 817, esquina de Calle Riofrio Quito. Correspondence preferred in Spanish. Copy of tender notice and specifications in Spanish available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **ETHIOPIA**—Supply of 11,000-10 amp; 2, 250 25 amp. and 250-35 amp. circuit breakers to be used on 220/380 v., 50 cycle system. Tender No. 766/57, bid deadline Dec. 15. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-4242).

● **GREECE**—Miscellaneous electric measuring instruments and test equipment including testing benches, voltmeters, bridges, testers, meters, indicators, etc., at an estimated value of $68,400. Tender No. DEPM-3103-A/3104-A, bid deadline Nov. 30. Public Power Corp., (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102. Cable address: DEH Athens. Telex: 480.★ (Telephone: 202-WO 7-2939).

● Watt-hour meters, 3-phase: 10 units, 1.5(6)A, 100 V, 3-wire, 5 c/s; 1000 units, 50 (100)A, 220/380 V, 4-wire, 50 c/s; 4000 units, 10(40)A, 220/380 V, 4-wire, 50 c/s; 4000, units, 10A, rated current, 4-wire, A.C., 50 c/s; 400 units, 50A, rated current, 4-wire, A.C., 50 c/s; 30 units, 1.5A, rated current, 4-wire, A.C., 50 c/s; 100 units, WH recording and maximum demand, indicating; 100 units, KVARH meters; 450 units, 50A, rated current, 4-wire; 10 units, 1.5A, rated current. Estimated value, $437,000. Tender No. DED-823/824/825/PAP 1811/1812/1826, bid deadline Dec. 9. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102. Cable address: DEH Athens, Telex: 430.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Switchboards for cargo vessels. Switchboards shall have eight panels including three generator panels, four 440-volt feeder panels and one 220-volt feeder panel. Tender No. CSP/ENQ/14485/162-167, bid deadline Dec. 30. The Controller of Stores, Hindustan Shipyard Ltd., Visakhapatnam 5, Andhra. Copy of tender documents and specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of high voltage fuses. Tender No. 36, bid deadline Nov. 24. Terms and specifications may be obtained from Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad upon payment of $2.80 per copy.

ITALY—Automatic switchboards and panelboards. Bruciatori B.B. Di Bongiovanni & Bracco, Carru' (Cuneo Province), WTD 10/6/64.

Pocket, portable, panelboard and graphic recording instruments for measuring electricity including voltmeters, ammeters, watt meters, demand meters, other meters and indicating instruments. L'Apparecchiatura Elettrica-L'A.E.T. (importer, wholesaler), 32 Corso Cairoli, Torino. WTD 10/20/64.

● **NEW ZEALAND**—Supply of three single phase, 10 mva, 110/19.05 kv, 50 cycle outdoor type transformers. Contract No. 449, bid deadline Feb. 16. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

NORWAY—Ohmmeters, safety ignition circuit testers, measuring ranges 0-30 ohms and 0-100 ohms; requests replies from manufacturers only; direct purchase and agency. C. Grindvold (manufacturer's agent, importing distributor), 16 Tidemandsgate, Oslo. WTD 1/27/64.

SOUTH AFRICA—Volt and ammeters and similar instruments, approx. 2¾" square; suitable for AC or DC current; ranges and scales 0-5 compressed to 10 amps. 0-10 compressed to 20 amps, 0-20 compressed to 40 amps, 0-40 compressed to 80 amps, 0-60 compressed to 120 amps. Voltmeters size should be the same; the current ranges should be as follows: 0-600 AC/DC, 0-400, 0-300, 0-200, 0-50, 0-30, 0-24. Voltmeters from 0-12 volt suitable for AC or DC current also of interest. Instruments of approx. 3" diameter also acceptable. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

362 Electrical Industrial Apparatus

ISRAEL—Electric motors, 550 v., 3-phase, 60 cycle, 1750 RPM, providing 1, 1½ and 25 HP. Also asks information on electric motors for 220 v., 50 cycle, 2800 RPM, providing ¼, ⅓, ½ and ¾ HP. Thermoil Ltd. (manufacturer), 26 Herzl St., Tel Aviv. WTD 6/24/63.

ITALY—Electrical industrial apparatus, industrial controls and newly developed products of industrial use. L'Apparecchiatura Elettrica-L'A.E.T. (importer, wholesaler), Corso Cairoli 32, Torino. WTD 10/20/64.

PAKISTAN—Generators, starters, circuit braker, diesel engine; requests replies from manufacturers; direct purchase and agency. Aeronautical Equipment Co., (importer, manufacturer's agent), Badri Bldg., Mcleod Rd., Karachi. WTD 8/13/64.

● **TURKEY**—Supply of one marine diesel-generator set, engine 4 cycle, 4 or 6 cylinders in line, 45 BHP with flexible coupling to generator, 25 kw, 231/400 volt, 3 phase, 50 cycle, 1500 rpm, auxiliary equipment. Tender (and amendments) No. 6044/6981.1-61-64.1, bid deadline Nov. 19. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Butce Subesi, Ankara. Specifications are available for approx. $6.60 (TL60) from Modern Tercume Burosu, Menekse Sokak No. 20/7, Ankara. One copy of specification available for review only in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● Two stud welding guns with accessories. Tender No. 3001-600, bid deadline Nov. 16. Malzeme Mudurlugu, Denizcilik Bankasi T. A. O. Babcekapi, Istanbul.★ (Telephone: 202-WO 7-5652).

● **VIET-NAM**—Supply of welding, soldering and brazing materials: graphitic electrodes; carbon and brass welding rod; copper, tin and lead base brazing wire and soldering accessories. Tender No. 1501-10104, bid deadline Nov. 18. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5652).

363 Household Appliances

SOUTH AFRICA—All types of electrical household appliances; direct purchase and agency; requests replies from manufacturers only. Lionel Comaroff & Co. (Pty.) Ltd. (importing distributor), 16A Lower Burg St., Cape Town. WTD 10/16/64.

364 Electric Lighting, Wiring Equipment

● **GREECE**—Supply of two lighthouse navigational fixtures for Piraeus port entrance. Light source to be 30,000 candlepower characterized by singl. flash every 6 seconds and operated on a 220 volt, 50 cycle, a.c. system. Bid deadline Nov. 18. Supreme Procurement Committee, Ministry of National Defense (G.H.N.S.) 2 Paparigopoulou St., Athens.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

ITALY—Radio, television receiving sets, recorders, phonographs, other electronic equipment for home entertainment. "Casa Della Radio-TV Elettrodomestici" di Pietro Scamuzzi (wholesaler), 64 Via Aurelio Saffi Casale Monferrato (Alessandria Province), WTD 10/15/64.

Television, radio receiving sets; direct purchase and agency. Radio Televisione di U. Weiss Levi (retailer), Via Italia 5, Biella (Vercelli Province), WTD 10/14/64.

Portable television receiving sets, transistor radio receiving sets. Stel di P. Riccardi & C. (importer, wholesaler), Via Caniggia 1, Alessandria. WTD 10/14/64.

366 Communication Equipment

● **INDIA**—Supply of terminal repeaters, translating and associated equipment for installation in existing or projected coaxial and microwave systems. Tender No. 162-27/64-TPS, bid deadline Nov. 26. The Director General, Post & Telegraph (TPS Section), New Delhi, 1.★ (Telephone: 202-WO 7-4823).

● **IRAN**—Supply of field magnetic telephone sets and cables. Tender No. 43/20-19-11, bid deadline Jan. 9, 1965. Copy of specifications can be obtained from Purchasing Dept. of Iranian State Railways, Tehran.

NETHERLANDS—Radar equipment, radar jamming equipment and infrared detection systems. Enco-Holland N.V. (importer), 244 Ruychrocklaan, The Hague. WTD 10/13/64.

PAKISTAN—Radio sets, radar, cables, prefer army (military) type equipment; requests replies from manufacturers; direct purchase and agency. Aeronautical Equipment. Co. (importer, manufacturers' agent), Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

Radar and other electronic equipment; requests replies from manufacturers; direct purchase and agency. Aeronautical Equipment Co. (importer, manufacturers' agent), Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

SWITZERLAND—Signal lights and lamps for building sites, battery mains or accumulator powered; direct purchase and agency. Electro-Fanal AG, Eisengasse 34, Basel. WTD 8/25/64.

367 Electronic Components, Accessories

ITALY—Electronic components and accessories for intercommunicating and amplifying equipment; direct purchase and agency. Brondi (manufacturer), 29 Via Tabacchi, Torino. WTD 10/14/64.

369 Electrical Machinery, Equipment, Supplies

● **CEYLON**—Supply of cassettes; ultra-speed intensifying screens, size 17″ x 14″ and 10″ x 8″; hangers, tension-type, size 17″ x 14″; X-ray illuminators to view films up to 17″ x 14″. Bid deadline Dec. 1. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

ITALY—Pistons, piston-rings, gaskets, valves, shock-absorbers, other parts; direct purchase and agency. Alloylit (manufacturer), Via Nizza 149, Torina. WTD 10/15/64.

Oil, gas, air filters; fuel pumps, wheel assemblies; direct purchase and agency. Corte & Cosso (manufacturer), Corso Re Umberto 48, Torino. WTD 10/6/64.

PAKISTAN—Spare parts for heavy duty trucks and military vehicles; requests replies from manufacturers; direct purchase and agency. Aeronautical Equipment Co. (importer, manufacturers' agent), Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

372 Aircraft, Parts

PAKISTAN—Air craft (military) type and aircraft spares, ground equipment, electronic equipment and accessories pertaining to aircraft; direct purchase and agency. Aeronautical Equipment Co. (importer, manufacturers' agent), Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

373 Shipbuilding, Repairing

NETHERLANDS—Pleasure boats, yachts, cruisers, and accessories. Direct purchase and agency. Requests replies from manufacturers only. Arie de Boom N.V. (manufacturer, importer, dealer), 197 Ijsseldijk, Krimpen a/d Ijssel. WTD 10/16/64.

PAKISTAN—Trawlers; requests price quotations, catalogs from manufacturers. International Studios, (importer, manufacturers' agent), Opp: Municipal Office, Bunder Rd., Karachi.

375 Motorcycles, Bicycles, Parts

● **BURMA**—Substantial quantities of bicycle parts and accessories (57 separate items). Tender No. 1/Vehicle/8/BPA/64-65, bid deadline 4 P.M., Nov. 16. Secretary, People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2923).

381 Engineering, Laboratory, Scientific, Research Instruments

● **IRAQ**—Supply of laboratory instruments and equipment including, but not limited to the following: Torsion and metallurgical balances; PH meter; hot plates; electric drying and sterilizing over; pyrometers; universal testing machines; ultra-sound defectoscope; photometer; abbe refractometer; universal centrifuge. Tender No. Prod./64/5/2, bid deadline Dec. 20. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of 20 photrometers and 120 spare bulbs for above. Tender No. 6/64, bid deadline Dec. 1. General Drugs & Chemicals Imports & Distribution Co., British Bank of the Middle East Bldg., Third Floor, Bank St., Baghdad.★ (Telephone: 202-WO 7-2939).

384 Surgical, Medical, Dental Instruments

PAKISTAN—Surgical instruments; direct purchase and agency. The Eastern Traders (importer, manufacturers agent), Opp: Municipal Office, Bunder Rd., Karachi. WTD 9/25/62.

386 Photographic Equipment

ITALY—Photoresistances. Bruciatori B.B. Di Bongiovanni & Bracco (manufacturer), Carru' (Cuneo Province). WTD 10/6/64.

394 Toys, Amusement Goods

FRANCE—Toys and games for boys and girls, amusement and sporting goods of all categories, preferably of types not currently sold in France, medium-priced articles, including: model construction toys, airplanes, ships, structural toy sets, mechanical toys, children's vehicles, stuffed toy animals, related lines. Direct purchase and agency. Requests replies from manufacturers only. Comptoir de Fabriques (wholesaler, sales agent), 50-52 Rue Barreyre, Bordeaux, Gironde. WTD 10/20/64.

ISRAEL—Do-it-yourself kits; all types of self-assembled articles, including toys, radios. Desires catalogs and price lists. Direct purchase and exclusive agency. Promo Ltd. (distributor, agent), El Al Bldg., Rm. 433, 32 Ben Yehuda Rd., Tel Aviv. WTD 10/19/64.

ITALY—Skis, ski equipment, winter sport equipment, sporting, athletic equipment. Casa Degli Sports (retailer), 70 Corso Vittorio Emanuele, Torino. WTD 10/15/64.

JAPAN—Archery equipment; golf club grip leather, manufactured for ready use; hickory blanks for skis, white ash blanks for baseball bats, paints, varnishes, other coating materials for use in making golf clubs. Requests replies from manufacturers, their export representatives or dealers. Metro Sports Co. (importer, exporter, manufacturer), 23 Kanda Goken-cho, Chiyoda-ku, Tokyo. WTD 10/14/64.

JORDAN—Toys, games; requests samples and catalogs. Dar El Kutub, Joseph I. Bahous & Co. (bookshop), P.O. Box 66, Amman. WTD 12/17/63.

395 Pens, Pencils, Office, Artists' Materials

AUSTRIA—Ball point pens, four-color, revolving; direct purchase and agency. "Europafelix", Dr. Alfred Metsch (importer, agent), Stephansplatz 6/2/2/9, Vienna I. WTD 10/13/64.

NIGERIA—General line of inexpensive stationery and school supplies; account books and similar items should conform to requirements of British monetary system; direct purchase and agency. Anyanwu & Sons Bookshop (importer, retailer), 45A New Market Rd., Onitsha. WTD 5/22/64.

396 Costume Jewelry, Novelties, Buttons, Notions

UAR—Metallic and plastic cases for lipsticks. Director of Purchases, Societe des Sucreries et de Distilleries d'Egypte (government owned), 12 Sharia Gawad Hosni, Cairo.

399 Manufacturing Industries

NETHERLANDS—2000 Pipe gas lighters; requests price lists and literature. N.V. Fanametaal (manufacturer), 67-68 Ceintuurbaan, Rotterdam. WTD 7/8/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Greece changes deadline for water meter bids

Greece announces a time extension on the invitation to bid on 10,000 displacement meters with ½" width opening in the inlet and outlet spuds, 15,000 displacement meters, with ⅝" width opening in the inlet and outlet spuds. The tender No. is 1044 and the new bid deadline is Nov. 20. The original announcement, with a bid deadline of Sept. 22, appeared in the Aug. 24 issue of *International Commerce*, p. 29.

The tender is issued by the Societe Anonyme des Eaux. Purchasing Dept., 4 Kolokotroni St., Athens. Estimated value is $300,000.

A copy of the Tender terms and specifications may be obtained by firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Australia amends power station tender for generator, turbine

The Comptroller of Stores, Snowy Mountain Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., has extended the bid deadline for Tender Nos. E.526 and/or M.144 from Dec. 2 to Jan. 13, 1965. (INTERNATIONAL COMMERCE, Aug. 31, 1964, p.25).

Greece extends bid deadline

The State Purchases Directorate "B" of the Ministry of Commerce, Athens, has extended the bid deadline for pumping sets from Oct. 31 to Nov. 30. (INTERNATIONAL COMMERCE, August 10, 1964, p. 23).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

GREECE—Corn, barley, wheat, oats; white dry beans standard grades Michigan or Great Northern; requests replies from international exporters. Dem. Th. Bertzeletos & Bros. (importer, exporter, wholesaler, manufacturer, sales agent), 1 Nikita St., Piraeus. WTD 9/30/64.

204 Grain Mill Products

GREECE—Rice, long grain, parboiled, in carton containers of up to 5 lb. Dem Th. Bertzeletos & Bros. (importer, exporter, wholesaler, manufacturer, sales agent), 1 Nikita St., Piraeus. WTD 9/30/64.

220 Textile Mill Products

SOUTH AFRICA—Printed and woven cotton shirtings and dress materials; Arnel dress materials, foam backs suitable for coats, taffetas and satins. H. Brink & Partners (Pty) Ltd. (agency), P.O. Box 8149, Johannesburg. WTD 5/20/64.

225 Knitting Mills, Products

NORWAY—Knitted outerwear for women and misses. Requests replies from manufacturers only. Lars Rollum (manufacturer's agent), 6 Konvallveien, Oslo 8. WTD 9/6/63.

239 Fabricated Textile Products

NORWAY—Curtains, household, piece goods. Requests replies from manufacturers only. Anders Langved A/S (manufacturer's agent), 17 Ovre Slottsgate, Oslo. WTD 6/4/64.

281 Industrial Chemicals

PAKISTAN—Dyes, chemicals, requests replies from manufacturers. Tawakul Trading Co. (importer, manufacturer's agent), Sultan Mansion, Rampart Rd., Karachi. WTD 7/10/62.

299 Products of Petroleum, Coal

NETHERLANDS—Special industrial lubricants; requests replies from manufacturers only. United Traders N.V. (importer, wholesaler, exporter), 66 Calandstraat, Rotterdam. WTD 10/16/64.

331 Steel Mill Products

PAKISTAN—Iron, steel; requests replies from manufacturers. Trade Linkers, (importer, manufacturer's agent), 14-15 Motan Bldg., Bunder Rd., Karachi. WTD 4/17/64.

TURKEY—Electrolytic tinplate; stainless steel sheets. Nuri Durukan (importer, agent), Veli Alemdar Han Kat 2, Rihtim Caddesi No. 206, Galata, Istanbul. WTD 8/12/64.

333 Primary Smelting, Refining of Nonferrous Metals

TURKEY—Aluminum ingots up to 99.5 purity. Nuri Durukan (importer, agent), Veli Alemdar Han Kat 2, Rihtim Caddesi No. 206, Galata, Istanbul. WTD 8/12/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

PAKISTAN—Copper and galvanized steel wire; requests replies from manufacturers. Trade Linkers, (importer, manufacturer's agent), 14-15 Motan Bldg., Bunder Rd., Karachi. WTD 4/17/64.

353 Construction Machinery

ITALY—Axles, torque converters, hydraulic pumps, servo-steering for hydraulic shovels. C. Flesia & Figli (manufacturer), 10 Corso Trieste, Moncalieri. WTD 10/14/64.

354 Metalworking Machinery

ITALY—Hydraulic, rotary presses, extruding machine, rolling mill machinery, equipment. Fratelli Vallaro (manufacturer), Corso Toscana 10 int. 12, Torino. WTD 10/15/64.

PAKISTAN—Automotive maintenance equipment. Pak-am Agencies (importer, manufacturers agent), Ojha Bldg., Near Lyric Cinema, Garden Rd., Karachi. WTD 10/14/64.

SOUTH AFRICA—Wire drawing equipment, all types. Torque controls (Pty) Ltd. (agency), P.O. Box 9792, Johannesburg. WTD 10/13/64.

355 Special Industry Machinery

ITALY—Electronic cleaning apparatus for small mechanical items including gold articles, watches, high precision mechanical parts by means of trichlorethylene vapors and ultrasonic devices. Giovanni G. Orecchia (agent), Via Valeggio 1 Torino. WTD 10/20/64.

All types of woodworking machinery. Laminated plastic working machinery. S.I.P.E.S.T. di Paolo Miretti (agent), 15/4 Via Avigliana, Torino. WTD 10/13/64.

SOUTH AFRICA—Paper mill equipment of all types, such as guillotines, felts, wires, calendars, reelers, slitters. Grant Industrial Equipment (Pty.) Ltd. (manufacturers' agent), 635 Umgeni Rd., Durban. WTD 10/15/64.

356 General Industrial Machinery

GREECE—Metal or plastic roller bearings, for metal furniture, having 24-27 mm. diameter; requests replies from manufacturers and exporters with cif Piraeus price quotations. Agency and/or direct purchase. Leonidas Kontogiannis, 68 Eolou St., Athens 122. WTD 10/14/64.

ITALY—Spray guns for paint. Kep di Palermo Eugenio (agent), Corso Principe Oddone 76, Torino. WTD 10/6/64.

Filters for machine tool lubricants. Zwicky (agent), 61 Corso Re Umberto, Torino. WTD 10/9/64.

SOUTH AFRICA—Precision and commercial ball bearings. Torque Controls (Pty.) Ltd. (agency), P.O. Box 9792, Johannesburg. WTD 10/13/64.

357 Office, Computing, Accounting Machines

ITALY—Duplicating machines, dictating and calculating machines. Marcello Terzuolo (agent), 4 via Gropello, Torino. WTD 10/15/64.

362 Electrical Industrial Apparatus

ITALY—Electrical, electronic controls, servomechanism for machine tools and printing machinery. Poletti & Osta (agent), 7/9 Via

Casale Monferrato (Alessandria Province). WTD 10/13/64.

363 Household Appliances

SOUTH AFRICA—Electric heaters with fans, water heaters for household use. Torque Controls (Pty.) Ltd. (agency), P.O. Box 9792, Johannesburg. WTD 10/13/64.

365 Radio, Television Receiving Sets

ITALY—Closed circuit television receiving sets for internal industrial and office control. Giovanni G. Orecchia (agent), Via Valeggio 1, Torino. WTD 10/20/64.

Radio and television receiving sets, home recorders, phonographs, other high-fidelity electronic equipment for home entertainment. Cereser Dott. Aurelio (agent), 20 Via Avigliana, Torino. WTD 10/20/64.

Magnetic recording tapes, electronic components, Elettro Tecnica Commerciale (agent), 7 Via Shina, Torino. WTD 10/14/64.

366 Communication Equipment

THAILAND—Burglar alarm systems for homes and automobiles. Exclusive agency desired. Earl Fuller (manufacturers representative), P.O. Box 1272, Bangkok. WTD 9/13/63.

371 Motor Vehicles, Motor Vehicle Equipment

NETHERLANDS—Automotive equipment, automobile spare parts, all types. Requests replies from manufacturers only. United Traders N.V. (importer, wholesaler, exporter), 66 Calandstraat, Rotterdam. WTD 10/16/64.

PAKISTAN—Automotive spare parts, requests replies from manufacturers. Pak-am Agencies, (importer, manufacturers' agent), Ojha Bldg., Near Lyric Cinema, Garden Rd., Karachi. WTD 10/14/64.

SOUTH AFRICA—Fire fighting equipment, especially equipment suitable for fighting sugar cane, forest and bush fires, including fire engines, trailers. Grant Industrial Equipment (Pty.) Ltd. (manufacturers' agent), 635 Umgeni Rd., Durban. WTD 10/15/64.

Industrial transmissions, other than orthodox type. Torque Controls (Pty) Ltd. (agency), P.O. Box 9792, Johannesburg. WTD 10/13/64.

374 Railroad Equipment

PAKISTAN—Railway equipment, supplies; requests replies from manufacturers. Trade Linkers (importer, manufacturer's agent), 14-15 Motan Bldg., Bunder Rd., Karachi. WTD 4/17/64.

386 Photographic Equipment

ITALY—Microfilm equipment, photostat machines, photo reproduction machines, other machinery for office use. Marcello Terzuolo (agent), 4, Via Gropello, Torino. WTD 10/15/64.

394 Toys, Amusement, Sporting Goods

ITALY—All kinds of new mechanical, non-mechanical toys. Grimaldi Michele (agent), Via Antica Zecca 6, Asti. WTD 10/15/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—T. G. Edwards, representing Geoff Penney (N.S.W.) Pty. Ltd., P.O. Box 15, Rozelle, N.S.W., **interested in obtaining exclusive agencies for manufacturers and producers of groceries, hardware (domestic and kitchenware only), confectionery items, stationery.** Nov. 25 through Dec. 4 via San Francisco. c/o Department of Commerce Field Offices in itinerary. Itinerary: San Francisco (Nov. 25-Dec. 1); Los Angeles (Dec. 2-4).

CHILE—Enrique Diaz Carlin, representing Fabrica Nacional de Loza de Penco, Matias Cousino 64, Piso 6, Santiago, interested in **exporting porcelain and other china products to U.S.** and requesting technical information on above. Nov. 15 via Los Angeles for 10 days. c/o Chilean Consulate, 211 E. 43rd St., New York. Itinerary: San Francisco, Los Angeles, New York.

ECUADOR—Roger Alexander Nader Reshuan, representing C.A.P.R.I. Ecuador, 1215 Royaca St., P.O. Box 5471, Guayaquil, interested in **importing machinery and raw materials for manufacturing all kinds of women's wearing apparel** and requesting technical information on same. Here for 70 days. c/o Sales & Marketing Executives International, 630 Fifth Ave., New York. Itinerary: Miami, Boston, Houston, New York.

ENGLAND—R. Grimble, representing Bailey & Whites Ltd., 451 Commercial Rd., Portsmouth, interested in **timber and joinery trade; do-it-yourself shops.** Requesting technical information on handy-man stores and standard joinery manufacturers. Here to Dec. 2. c/o Essex House, 160 Central Park South, New York. Itinerary: New York; Danbury; Chicago; Catasauqua, Pa.

FRANCE—Jacques Emorine, representing self (Etablissements Jacques Emorine, foreign trade consultant), 4 quai Jules Courment, Lyon (2) (Rhone), interested in contacting U.S. firms wanting to sell on the European market. Nov. 12 via New York for two weeks. c/o: Societe Generale, Rockefeller Center Branch, 15 W. 50th St., New York; Taft Hotel, Seventh Ave. & 50th St., New York. Itinerary: New York.

GREECE—Nicolaos Papadopoulos, representing Cooperative of Novelty Merchants of Greece, 14 Valaoritou St., Thessaloniki, interested in **textile material** (woolen, synthetic, Dacron) for men's suits and women's dresses; shirting; novelty shop items. Here to Nov. 26. c/o Mrs. Maria Beniades, 682 E. 141st St., Bronx, N.Y.; Dr. C. N. Papadopoulos, 920 E. Houston St., Pasadena, Texas. Itinerary: New York; New Jersey; Baltimore; Washington; Richmond, Va.; Winston-Salem; Spartanburg; Atlanta; Birmingham; Meridian; Baton Rouge; Houston.

Theodoros Tsaousoglou, representing Theodoros I. Tsaousoglou, 33 Filippou St., Thessaloniki, interested in **plastic upholstery materials for metal and plastic furniture; cotton or synthetic materials for outdoor chairs and awnings.** Here to Nov. 26. c/o Mrs. Maria Beniades, 692 E. 141st St., Bronx, N.Y.; Dr. C. N. Papadopoulos, 920 E. Houston St., Padadena, Texas. Itinerary: New York; New Jersey; Baltimore; Washington; Richmond, Va.; Winston-Salem; Spartanburg; Atlanta; Birmingham; Meridian; Baton Rouge; Houston.

NEPAL—Raj Bahadur Chipalu and Ananda Raj Shrestha, representing the Nepal Plywood & Bobbin Co. and Joodha Match Factory, Biratnagar, via P.O. Jogbani, Dist. Purnea, Bihar, India, **interested in procurement of commercial plywood manufacturing plant; estimate and quotation of automatic box type safety match manufacturing plant.** Requesting technical information on above fields. Here for two weeks. c/o of Embassy of Nepal Royal, 2131 Leroy Place, Washington, D.C., 20008. Itinerary: Washington, New York, Chicago and Middle West, Los Angeles and West Coast, Honolulu.

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage Industries

FRANCE—Cognac brandy ("Fine Champagne Napoleon" and other qualities), 5 years of age and older, in glass bottles of 75 centiliters each, and in wooden casks. "Pineau des Charentes," a fortified wine of good quality, and liquers in glass bottles of 75 centiliters each. Direct sales to importers or through U.S. agents. Marcel Bredon & Fils, 14 Quai de l'Orangerie, Jarnac, Charente. WTD 10/20/64.

209 Food Preparations

TANGANYIKA—URTZ Ministry of Commerce & Cooperatives interested in promoting export sales of pure Tanganyika honey. Tabora Beekeepers' Cooperative Society Ltd., P.O. Box 314, Tabora.

212 Cigars

GERMANY—Cigars and cheroots with and without filter. Schwering & Hasse (manufacturer) Zigarrenfabriken, Postfach 27/28, 3283 Luegde/Westf. WTD 3/3/64.

242 Sawmills, Planing Mills

MALAYSIA—Sawn lumber—Meranti (same as Philippine mahogany). Nanyang Sawmill Co. Ltd., 280 Padungan Rd., P.O. Box 442, Kuching, Sarawak, Att.: Mr. C. T. Chu. WTD 6/23/64.

355 Special Industry Machinery

ITALY—Manufacturer of textile machinery wishes to appoint sales agent for cordage and rope production machinery. Ezio Elia & C., Strada Valle Ceppi, Chieri, Turin Province. WTD 10/15/64.

399 Manufacturing Industries

MEXICO—Mexican arts and handicrafts including leather goods, textiles, wood carvings, palm goods, tinware, onyx and obsidian products, ceramics, glassware, copper jewelry, papier mache. Catalog available to interested U.S. firms upon request. Ernesto Fink-Contex, Michoacan No. 126, Mexico 11, D. F. WTD 5/11/64.

Construction Projects

AUSTRALIA—(A£1=US$2.24). The Government of Queensland announced that it will soon call tenders for the finance, construction and operation of a **toll bridge** or **tunnel** across the Brisbane River near its mouth. Cost of the project is estimated between £A-8-10 million ($18-20½ million). The Government plans to release complete specifications and tender documents in December. Such documents as are received from the Queensland Government will be available from the Department of Commerce. Appropriate notices will be published in the International Commerce and the Commerce Business Daily.

The Queensland Government will consider any proposals, and announced that participation from overseas firms would be welcomed. The Road Facilities Act of 1931 provides legislative authority for the project and one of the up-stream bridges (The Indooroopilly Toll Bridge) which was constructed before World War II has set a very profitable precedent. Because of the lack of adequate river crossings, and no bridges connecting the down-river industrial suburbs, the Government is anxious to move rapidly and alleviate the growing river-crossing problem.

U.S. firms interested in participating in this project as a "package-deal" are invited to write to Sir James Holt, Co-ordinator General's Dept., Administration Bldg., Elizabeth and George Streets, Brisbane, Queensland. The U.S. Consulate, located at 359 Queen St., has offered to provide all possible assistance to interested firms.

The Electricity Commission of New South Wales has announced its intention to build a new **thermo electric power station at Liddell,** about 100 miles due north of Sydney. This station will be about 50 miles northwest of the Vales Point and Munmorah power stations, the second of which is still under construction. All three sites are adjacent to large coal deposits known as the Northern Coalfields. Preliminary work on the Liddell site is to start immediately.

The new station is to have four generators, each of 500 MW capacity. This will make it the largest station in Australia. It is anticipated that the first generator will be in operation by 1971. Total cost of the power station is estimated at A£ 100 million ($225 million). An artificial 2000 acre lake will be created adjacent to the site to provide cooling water for the power station; this will be fed from the nearby Hunter River.

Details regarding the phasing of the construction program, or when tenders are to be called are not available as yet. U.S. firms interested in any part, or the whole, of this project should write to the Manager & Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W. (INTERNATIONAL COMMERCE, Oct. 19, 1964, p. 38.)

BRAZIL—(100 crueiros=US16¢). Concommitant with the submission of the 25-year National Transport Plan to the Congress, a four year plan in the transport field was presented also. The long range plan is designed to accommodate the constantly changing economy and endeavors to integrate the economy of the interior of Brazil with the coastal and industrial areas.

The principal **highways** to be given priority in the long range program include: 1) Brasilia to Belem; 2) Brasilian to Fortaleza (Ceara); 3) Brasilia to Canuma (Amazona); 4) Sao Luiz (Maranhao)-Belo Horizonte-Rio de Janerio; 5) Abuna-Porto Velho-Cuiaba-Santos.

In the short-range program priority is to be given to a) completion of road BR-5 between Rio and Salvador and continuation of the BR-5 to Santos via Angra dos Reis (the coastal highway); b) the improvement and paving of BR-22 from Belem to Capanema; c) improvement of BR-29 from Porto Velho to Rio Branco and then extension to the Peruvian border; d) construction and paving of the Curitiba-Blumenau-BR-50, and e) paving of the highway connecting the International Brazil-Paraguay Bridge with the city of Iguacu and Iguacu Falls in an effort to increase tourism.

The **railway program** envisages the establishment of three basic trunk lines, 19 connecting trunk lines and 53 feeder railway lines. The total of new railway lines to be built under the program is 4485 kilometers.

The **port plan** calls for improvement at 34 sea ports and 78 river ports. Priority is to be given to ports at Manaus, Belem, Macapa, Recife, Salvador, Ilheus, Tubarao, Sepetiba, Rio de Janerio, Santos, Paranagua, Sao Francisco, and Rio Grande.

The **air sector of the plan calls for improvement of airports** to meet the requirements of modern aircraft and expand this mode of transport to cover a wider area of Brazil. The plan forsees a total of 49 first-class airports and 341 second-class airports.

Further information or details about this program will be published in this column as it is released by the Brazilian Government.

The National Coordinating Commission of Major Electric Power Works has decided to give priority to Salto Grande with respect to all other large **electric power development projects.** This decision is being communicated to the President of Brazil with recommendation for his endorsement and official implementation.

The Coordinating Commission, over which the Secretary of Energy and Fuels presides, is made up of officials of the Energy Secretariat and Agua y Energia Electric (the State electric power agency) and of representatives of the Salto Grande Commission, the Apipe Rapids Commission, the Rio Bermejo Commission, and El Chocon-Cerros Colorados Commission. The Technical Secretary of the National Development Council is also a member, although he was not present at the conference.

The Commission explained that in according priority to the Salto Grande project it had given consideration to the multiple benefits the development would bring to Argentina and Uruguay and had taken into account international commitments already entered into. Subsequently the Secretariat of Energy added the clarification that the Salto Grande studies are completely finished and officially delivered to the Argentine and Uruguayan governments, while the Chocon-Cerros Colorados studies are not scheduled to be finished until Oct., 1965. The Secretariat emphasized that the Salto Grande and Chocon project are equally necessary, complementary and non-competitive.

BURMA—(100 kyats=US$21). Local reports announced that representatives of Japanese, Norwegian, Italian and Yugoslav firms have visited the Mu Valley in preparation for submitting tenders to the UN for **surveying work on the Mu Valley Development Project.** Additional reports stated that the representatives of British, U.S. Indian and West German firms are to arrive shortly. Although this project is primarily an irrigation scheme, the possibilities of generating hydroelectric power in connection with the flood control and irrigation works have not been ruled out. **Write:** U.S. Embassy, Rangoon.

CANADA—(C$10=US$9.25). It has been announced that the Provincial Government of Quebec and the government-sponsored General Investment Corporation (GIC) have agreed to organize a company which will build, own and operate a **steel complex.**

The Premier, Jean Lesage, at the time of making the announcement said that the possibility of U.S. European or Japanese support cannot be discarded. Estimated total cost of construction is C$225 million. Of the initial capital of C$25 million is to be furnished by the Provincial Government; another C$5 million will be provided by GIC itself. The remaining $200 million is to be secured by the sale of shares, bonds and other securities while the complex is under construction.

Announcements regarding anticipated production and employment coincided with earlier statements that initial steel production will amount to 600.000 tons per year increasing gradually to 1,000.000 tons. Between 2000 and 2500 workers will be employed. The complex will include blast furnaces, converters, and hot and cold rolling mills for the production of sheet steel, steel tubings, wire and bars. For additional information see INTERNATIONAL COMMERCE, March 2, 1964, p. 46.

CEYLON—(100 rupees = US$21). Tenders invited in Dec. 1963 for the construction of a **dam, spillway, power houses and sluices for the Uda Walawe Multi-purpose reservoir scheme** were awarded to, and contracts signed with, Technoexport of Czechoslovakia. The amount of the contract is Rs. 41.545.156/-.

A **subcontract for earthmoving machinery** was signed with Ceylon Development Engineering Co., which will purchase approximately one million dollars worth of U.S. machinery.

The next stage of development of the Walawe Basin is the construction of the **Samanala Wewa Reservoir.** A contract has already been entered into with Engineering Consultants Inc. of Denver, Colorado, for the preparation of detailed designs and specifications for the dam and power house for the Reservoir. The main features of this project are:

1) Construction of a **dam across the Walawe Ganga** at the confluence of the Walawe Ganga and Belihul Oya at an elevation of 1549 feet above M.S.L. and thereby creating a reservoir with a capacity of 345.000 acre feet during maximum flood, and a normal capacity of 265,000 acre feet covering 2740 acres. The dam across the river will be 1665 feet long and 353 feet high.

2) **Samanala Tunnel (pressure type),** 8870′ in length and 10′, 3″ in diameter to bring the water from Samanala Wewa to the Forebay Reservoir across the Diyawini Oya.

3) **Forebay Reservoir Dam** across the Diyawini Oya. The dam will be 600′ long, 128′ high, and the Forebay Reservoir will cover 190 acres and contain 12,600 acre feet of water.

4) **Samanala Wewa Power Plant** generating 120,000 kw., consisting of four units, each developing 30,000 kw. The plant will be located at Katupola Oya Afterbay Reservoir. The turbines are to be rated at 46,000 hp. each, under a design head of 1029 feet.

It is understood that Engineering Consultants are expected to submit documents within a year.

DOMINICAN REPUBLIC—(100 pesos = US$100). The Government's autonomous Industrial Development Corp., Corporacion de Fomento Industrial (CFI), and Camer Internationcional, S.A. of Spain signed a contract for the construction of eight small **factories** in the Dominican Republic. Camer will build the plants and employ Dominicans trained in six new trade schools that are being established.

The production of seven of the factories will be based on the use of scrap metal, the export of which has recently been prohibited. The only project not related to the metallurgical industry is a factory to make plastic bottles. First to be constructed will be a foundry to provide materials for the other plants which will produce galvanized pipe and shapes, steel tanks and structural shapes, spare parts and dies, plumbing supplies, builder's hardware and cooking utensils.

While the factories will be operated as individual companies, it is planned to have all the scrap metal industry plants located on one site. The site has not been selected yet, but the first machines are expected in Dec. and Camer is obligated to have the first plant operating by the end of 1965.

Under the contract with CFI, Camer will put up $7.3 million for these projects, repayable over the next seven years. While CFI is paying the costs of the schools and will provide $2 million to the factories for working capital, it is also trying to sell to private investors its participation in the companies set up to operate the factories. Camer International will retain a 25% interest in these companies, and will provide initial management. **Write:** U.S. Embassy, Calle Cesar Nicolas Pensen and Calle Leopoldo Navarro, Santo Domingo.

ECUADOR—(100 sucres = US$5.55). The Italian firm, Riardo Morandi has completed preliminary design studies at a cost of about $75.000 for a **bridge** over the Guayas River. Some 31 firms have applied for qualifications to bid on construction. Of these, about two-thirds have been qualified, including some unidentified U.S. firms. (INTERNATIONAL COMMERCE, July 13 and April 13, 1964).

The northern site, identified in the Parson, Brinckerhoff National Transportation Survey was chosen for the bridge. Its advantages over alternative sites are that it would interfere less with navigation, and would not create a major traffic problem in Guayaquil. The bridge will be 3500 meters long, 1800 over the Duala River, 650 over the Babahoyo River and 900 over the Puntilla Island.

The Road Commission expects to complete its review of the study within one week and to call for bids from the pre-qualified firms within a 60-day period. Cost of the bridge, exclusive of land costs, access roads, etc. is estimated at over US$15 million.

A contract for final design has just been signed with the R. Morandi firm, with terms calling for completion of the design and final specifications within four months. **Write:** Guayas Road Commission, Box 4132, Guayaquil.

GERMANY—(100 D.marks=U.S.$25). It has been reported that in a recent letter addressed to the Minister for All-German Affairs, Hamburg Mayor Engelhardt has suggested that the Federal Government establish technical contacts with the Soviet Zone regime on the question of constructing a **dual lane,** limited access **expressway** between Hamburg and Berlin. The present road connection is a single-lane highway running through many villages and small towns.

IRAQ—(1 dinar=US$2.80). The U.S. Embassy has prepared a brief summary of selected major development projects including major projects not included in the 1961-1966 Detailed Economic Plan. This brief summary which includes contract awards, brings up to date various projects published in this column and tenders published in "World Trade Opportunities." The following are excerpts from the Embassy's Summary:

Eski-Mosul Dam: Ten consulting firms have made proposals to design and supervise construction of the dam. Proposals are under study by a special Government Committee. Estimated cost: ID 70 million. Period to complete: 9 years.

Modern Slaughterhouse in Baghdad: The Economic Planning Board has not yet given authorization to the Ministry of Works and Housing to proceed with this project.

Extension of the Daura Power Station: The Economic Planning Board has decided to proceed with plans for the fifth and sixth electric generating units at the Daura Power Station. Each unit will be in the 75,000 to 100,000 KW range. Although no final decision has yet been reached, it is expected that selected firms will be invited to bid on the supply and installation of these units in the first part of 1965.

Road Projects: The Directorate General of Roads and Bridges plans to build several roads in northern Iraq. Consultants will be invited to submit proposals.

Radio-TV Complex: About 14 foreign and domestic consultants including U.S. firms, were invited to submit fee proposals for the survey, design, preparation of contract documents and drawings, and supervision of construction of a large radio and television complex in Baghdad. This project will include construction of a television center, radio broadcasting house, general assembly and press conference halls, and a Ministry of Culture and Guidance headquarters building.

Offers were due from selected consultants, including U.S. firms, for the preparation of tender documents and supervision of a 360-meter TV Tower with a revolving restaurant. The tower is to be designed and constructed by the same firm.

Civic Center: The Minister of Works and Housing announced that the Economic Planning Board had authorized the Ministry to invite consulting engineers to prepare specifications for the Civic and Government Centers proposed for Baghdad. Estimated cost of the Civic Center is ID 30 million, and that of the Government Center is ID 20 million. Preparation of the specifications is expected to take two years.

Basra Hospital: An Australian consultant is drawing up plans for an ID 4.5 million, 612 bed hospital connected to the University of Basra. The issuance of a tender is presently under discussion.

Sewerage Project-Baghdad: Stage 2 of this project will be divided into two bids. Estimated cost of each is ID 1.5 million. The tender for Bid 1, for the Waziriah area, has been submitted to the Planning Board for approval of tender, and it will be announced soon after approval is obtained. Bid 2, for the Adhamia and Sulaik areas, will reportedly be announced in three months. Stage 3 is still under study and is not expected to be tendered for six months. Total estimated cost of stages 2 and 3 is ID 5 million.

A copy of the Embassy's Summary will be available to U.S. business firms at the end of this month. Firms desiring this Summary are invited to submit their request on letterhead stationery, including a pre-addressed mailing label, to the Trade Opportunities Staff, B.D.S.A.-6192, Department of Commerce, Washington, D.C. 20230.

MOROCCO—(100 dirhams=US$19.76). At a recent press conference in Paris, the Minister of Information and Tourism, Moulay Ahmed Alaoui, announced a grand design to establish **10,000 new hotel rooms in Morocco** in the next three years. Among the specific projects mentioned are **two new hotels of 600 and 660 rooms in Casablanca,** one of which would be designed to handle international meetings and conventions. **Write:** U.S. Embassy, Blvd. Frond d'Oued & Ave. de Marrakech, Rabat.

SOUTH AFRICA—(1 rand=US$1.41). The Government announced that the result of South African Railway's Tender for the **radiographic inspection of site welds on the Durban-Johannesburg petroleum pipeline** has been awarded to Tine Non-Destructive Testing Services (Pty) Ltd., P.O. Box 20, Germex, Transvaal; the firm bid was R53,-995.20.

The U.S. Consulate in Cape Town reports that favorable conditions exist for U.S. consulting engineering and construction firms to participate in various projects which are being considered by Provincial, Territorial or National authorities. Although specific references to projects were not made in the Consulate's reports, it was indicated that material opportunities exist not only in **highway** and **airport design** and **construction,** but in **dam, highway** and **building** fields for U.S. firms with local partners, subsidiaries, etc. Considering current boom conditions in all major sectors of the economy, and the shortages of skilled labor, capital and equipment, the Consulate strongly urges that U.S. firms investigate the possibility for doing business in South Africa. **Write:** U.S. Consulate, Heerengracht, Foreshore, Cape Town.

TOGO—President Grunitzky has signed a preliminary agreement with the Compagnie Generale d'Enterprises Electriques for the construction of a **cement plant** in Togo. The plant would represent an investment of 200,000 CFA francs (approx. U.S. $800,000) and would have an annual production of 60,000 metric tons.

URUGUAY—(100 pesos=US$13.51). Serious consideration is being given by the Governments of Uruguay and Argentina to the possibility of constructing a **floating bridge** across the Uruguay River at Paysandu and the consequent possibility of forming an international commission to consider the matter and make preparations. When additional information is released, it will be published in this column.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Foreign Trade Regulations of Peru. OBR 64-99. 8pp. Describes the Peruvian Government's trade policy; import tariff system; taxes; import documentation and fees; labeling, marking and packing requirements; special custom provisions; nontariff import controls; Peru's export controls and U.S. controls affecting trade with Peru.

U.S. Foreign Trade January-June 1964. OBR 64-102. 24pp. A collection of 15 tables summarizing U.S. trade during the first half of 1964.

The Japanese Electronic Industries. OBR 64-104. 8pp. Reviews the history and growth of the industry, its general structure, production, exports, imports, and the consumer products and electronic components produced by the industry.

Market Information on Electronic Products in Mexico. OBR 64-109. 4pp. Gives a broad overview of the Mexican market for electronics goods, and contains a 2-page table listing Mexico's electronic imports by country of origin for the years 1961 and 1962.

Basic Data on the Economy of the British Virgin Islands. OBR 64-110. 5pp. Provides information on geography, population, government, industries, tourism, development programs, foreign trade and the customs tariff.

Basic Data on the Economy of French Guiana. OBR 64-111. 6pp. Contains the same type of information as OBR 64-110, above.

Basic Data on the Economy of Libya. OBR 64-112. 24pp. Contains the same type of information as OBR 64-110, above.

Outlook for U.S. Residential Heating Equipment Sales in Italy. OBR 64-113. 4pp: Outlines the present state of the Italian economy, the population and housing situation, domestic production and consumption of heating equipment, Italian imports of heating equipment, and tariff and nontariff barriers to U.S. sales of heating goods.

Foreign Trade Regulations of Jordan. OBR 64-115. 6 pp. Outlines Jordan's trade policy, import tariff system, required documentation and fees, labeling and marking regulations, special customs provisions, nontariff import controls, Jordan's export controls, and U.S. controls affecting trade with Jordan.

Foreign Trade Regulations of Ceylon. OBR 64-116. 7pp. Summarizes Ceylon's trade policy, import tariff system, labeling and marking requirements, special customs provisions, nontariff import controls, required documentation, Ceylon's export controls, and U.S. controls affecting trade with Ceylon.

U.S. Trade with Major World Areas, January-June 1964. OBR 64-119. 16pp. A tabular breakdown of U.S. commodity trade with the major world areas.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Directory of Kentucky Exporters.* August 1964. Kentucky Department of Commerce, Capitol Annex, Frankfort, Ky., 4060. 20 pp. Free.**

This directory lists 142 exporters in Kentucky exclusive of Louisville. The alphabetical guide names for each manufacturing firm the company products, executive responsible for export sales, and countries to which largest shipments are sent. In two separate sections, products are listed by SIC number and by name.

Information on Louisville exporting and importing firms is presented in the World Trade Directory of Metropolitan Louisville, available from the Louisville Chamber of Commerce, 300 West Liberty St., Louisville, Ky., 40202.

***Summary of U.S. Export Control Regulations.* U.S. Department of Commerce. Revised September 1, 1964. 22 pp. 20 cents.**

For the benefit of the occasional foreign trader, this pamphlet summarizes the current rules and regulations covering exports from the United States. It does not set forth the complete regulations, which are contained in the *Comprehensive Export Schedule,* a Commerce Department loose-leaf publication revised periodically by Current Export Bulletins and available from the Superintendent of Documents for $6 a year.

Write (for either publication): Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or Field Offices of the Commerce Department. The Field Offices maintain up-to-date copies of the *Comprehensive Export Schedule* which may be consulted without charge.

***Rotterdam Yearbook, 1964-65.* Published by Hafenkurier Weekly, Rotterdam. September, 1964. 160pp. $2.38 (17 shillings).**

Lists Rotterdam port charges, shipping companies and forwarding agents, storage and warehouse facilities, stevedores, salvage and towing companies, equipment suppliers and shipbuilders, passage agents, average agents, shipcandlers and an alphabetical listing of ports with which Rotterdam has seagoing communication.

Other sections review Rotterdam's financial services, industries, drydocks, consulting engineers, international trade performance (with a listing of all importers, agents and brokers, by the commodity which they handle), Rhine and inland water transport, road and railway communications, airlines serving Rotterdam, and firms operating at Rotterdam airport.

Write: Der Hafenkurier, Rotterdam, Witte de Withstraat 73.

***Education in International Business.* Edited by Stefan H. Robock and Lee C. Nehrt. Published by the Indiana University Graduate School of Business. Bloomington, 1964. 175pp. $2.**

Proceedings of an international business administration conference sponsored by Indiana University's Graduate School of Business. Topics covered include: Why a Field of International Business Administration?; Course Content of an International Business Administration Program; Relationship of International Business Administration to other academic areas; Teaching Materials, Research Needs, and Overseas Experience.

Write: Graduate School of Business, Indiana University, Bloomington, Indiana.

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Calendar *for international traders*

November

9-12—49th Annual National Hotel and Motel Exposition, New York Coliseum, **New York.**

10—Export Workshop, Holiday Inn, **Geneva, Ohio.** Sponsor: Northeastern Ohio National Bank, Regional Export Expansion Council, Department of Commerce's Cleveland Field Office.

10—Automotive Exporters Club of Chicago Builders Building, **Chicago.**

10—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York.** Speaker, Jay B. Langner, President, Hudson Leasing Corporation.

10—In-office conference for 6-8 firms, Federal Bldg., **Detroit.**

10—In-office workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

10-13—Western Pennsylvania Industry Fair and Forum, Civic Arena, **Pittsburgh.** Sponsors: Chamber of Commerce of Greater Pittsburgh, Junior Chamber of Commerce of Pittsburgh, Inc., Smaller Manufacturers Council.

11—Minnesota World Trade Association monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

12—Export Trade Workshop, Federal Building, **Minneapolis.** First of five weekly sessions. Sponsors: Minnesota World Trade Association, Department of Commerce, Regional Export Expansion Council, Small Business Administration, Chambers of Commerce.

12—International Trade Club of Chicago, Sherman House, **Chicago.**

12—World Trade Luncheon Seminar, World Affairs Council of Philadelphia, John Wanamaker Store, 3rd Floor Gallery, 13th and Market Streets, **Philadelphia.**

12—Conference on Marketing, Investing and Licensing Abroad, Capp Towers Motel, **Minneapolis.** Sponsors: Chamber of Commerce; Small Business Administration; World Trade Assn.; Department of Commerce; REEC.

16—Charleston Lions Club, Francis Marion Hotel, **Charleston, S.C.** Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

16-18—51st National Foreign Trade Convention, Waldorf Astoria Hotel, **New York.** Sponsor: National Foreign Trade Council. Speaker (Nov. 18): Eugene M. Braderman, Director, Bureau of International Commerce.

17—National Industrial Heating Institute, Sheraton-Cleveland Hotel, **Cleveland.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

17—In-office Workshop, Field Office, **Chicago.**

17—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

17—New York REEC meeting, 8:45 a.m., First National City Bank, **New York.** Speaker, Daniel L. Goldy, National Export Expansion Coordinator.

18—South Carolina State Wide Export Expansion Conference, School of Business Administration, University of South Carolina, **Columbia, S.C.** Sponsors: University of South Carolina, REEC, Field Office, Department of Commerce. Speaker: George Donat, Administrator, BDSA.

18—Export Expansion Seminar, Scranton Chamber of Commerce Building, **Scranton, Pa.** Sponsored by the Pennsylvania Power and Light Co., Scranton Chamber of Commerce and Philadelphia REEC.

18—Foreign Trade Credit Group, Chicago-Midwest Service Corp. Morrison Hotel, **Chicago.**

18—Export expansion seminar, 9-12 a.m., Continental Can Co., **Terminal Island, Calif.** Sponsors: San Pedro Chamber of Commerce; Field Office, Department of Commerce.

18—Shirt sleeve conference, Town House Hotel, **Kansas City, Kan.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

18—International Day, 2 p.m., Law School, University of Pennsylvania, **Philadelphia.** Sponsors: International Business Department, University of Pennsylvania; Propellor Club.

19—REEC meeting, 2 p.m., Field Office, **Philadelphia.**

19—Sales and Marketing Executives of Southern New Jersey, Kenney Suburban House, Route 70, **Cherry Hill, N.J**—Trade Fair Citation Presentations.

19—Cincinnati Field Office "In-Office Workshop" on Export Expansion.

19—2d Annual Foreign Trade Seminar, University of Arizona, **Phoenix, Ariz.** Sponsors: University of Arizona, REEC, Field Office, Department of Commerce. Speaker: Roy L. Morgan, Director, Office of Field Services.

19—American Finance Conference—3d Conference on Regional Accounts, Hotel Seville, **Miami.** Speaker: Dr. Richard H. Holton, Asst. Secy. for Economic Affairs.

19—National Association of Real Estate Boards, Fontainbleau Hotel, **Miami.** Speaker: George Donat, Administrator, BDSA.

19-20—Export Information Center, Infants' and Children's Wear, **New York.** Sponsors: Ostreicher Properties, Inc., Dept. of Commerce.

20—Iowa Governor's Conference on World Trade, Savery Hotel, **Des Moines, Iowa.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsors: Greater Des Moines Chamber of Commerce; Iowa Development Commission; Small Business Administration; Department of Commerce.

20—FCIB Drug-Chemical & Food Export Club, annual meeting, Two Guitars Restaurant, **New York.** Sponsor: Foreign Credit Interchange Bureau.

20—Export expansion seminar, 9-12 a.m., Field Office, **Los Angeles.**

23—Michiana World Trade Club, Tyler Refrigerator International, **Niles, Mich.**

24—American Marketing Association International Marketing Conference, Penn Sheraton Hotel, **Pittsburgh.** Sponsors: AMA Western Pennsylvania Chapter, Pittsburgh Chamber of Commerce, Field Office, Department of Commerce. Speaker: Thomas G. Wyman, Asst. Secretary for Domestic and International Business.

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